

OVERSEAS NEWS

UAE plans first-ever budget deficit and decline in spending

BY OUR FOREIGN STAFF

The United Arab Emirates will run a budget deficit this year of \$620m, according to reports by the Gulf News agency, based in Bahrain. This is understood to be the first time since independence 10 years ago that the UAE has predicted a budget deficit.

The draft budget, which has to be presented for ratification to the federal National Council, anticipated a 15 per cent decline in expenditure.

The Gulf News agency provided no further details of the proposed budget, but observers pointed out that unlike Kuwait the UAE does not have its budget calculations solely on anticipated oil revenue from existing oil sales contracts.

At the meeting of the Organisation of Petroleum Exporting Countries (Opec) in Vienna last week, the UAE agreed to an oil production ceiling of 1m b/d.

This compares with production earlier this month of an estimated 1.25m b/d which was already below last year's average level. In 1976-77 the UAE was producing close to 2m b/d.

Apart from a generous aid programme, the UAE has also faced exceptional demands from Iraq during the past 12 months. It is understood to have provided at least \$4bn and can expect further requests during the coming months.

Egyptian envoy fails to solve border dispute

BY DAVID LENNON IN TEL AVIV

A SPECIAL envoy from Mr Hosni Mubarak, the Egyptian President, failed during urgent talks with Mr Menahem Begin, the Israeli Prime Minister, to resolve the dispute between the two countries over their international border, which is to be re-established when Israel completes its withdrawal from Sinai next month.

However, Mr Osama el-Baz, President Mubarak's senior aide, said after the two-hour meeting in Jerusalem that the Prime Minister "was quite satisfied from the talks and exchanges of messages that all outstanding issues will be solved in the immediate future."

His upbeat assessment was not wholly shared by Israeli officials, who said that the message Mr el-Baz brought to the Premier concentrated on resolving the dispute between the two countries after the normalisation of relations between the two countries after the final withdrawal.

Violent Palestinian protests subsided in the West Bank yesterday. Disturbances were reported on the fifth and final day of the general strike, but the unrest was said to be on a smaller scale than that of the past few days, when two Arab youths were shot dead and at least 15 wounded in clashes with Israeli soldiers.

Iraq and Iran both claim major war victories

BY OUR FOREIGN STAFF

HEAVY FIGHTING between Iraq and Iran was reported to be continuing yesterday with both sides claiming to have scored massive victories.

Iraq said it had launched a major counter-offensive in the Shush area, west of Dezful, and had totally destroyed the Iranian 77th Division. A correspondent for the Iraqi news agency said the battlefield was littered with the corpses of Iranian dead. Many hundreds of Iranian troops and revolutionary guards had also been taken prisoner.

An Iranian military communique reported that over 5,000 Iraqis had been killed in the offensive, which it launched on Monday, another 7,000 had been wounded and some 6,000 taken prisoner. The counting of the dead and wounded was still continuing, it said.

NORTHERN ROCK CHAIRMAN REPORTS SOUND PROGRESS



Mr. K. A. Clark, T.D., F.R.I.C.S., Chairman

At the Annual General Meeting held on 23rd March, 1982, an optimistic Kenneth Clark, Chairman of Northern Rock Building Society reported a year of sound progress against a background of increased competition for savings and investments.

In his report Mr Clark made the following points:

Assets: Assets at 31st December, 1981 totalled more than £782 million which represented an increase of 15.07% on the previous year.

Liquid Funds: At the year end liquid funds were in excess of £155 million, representing 19.86% of total assets.

Reserves: Reserves increased to over £29 million, equal to 3.79% of total assets.

Advances: The Society advanced a record £153 million to 14,662 families (also a record) to purchase or improve their own homes.

Investments: Over 108,000 new savings and investment accounts were opened, the greatest figure achieved in any one year.

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Pretoria drops plan for coloured conscription

By J. D. F. Jones in Johannesburg

THE South African Government has had second thoughts about extending military service to white women and to coloureds and Indians, and is going to step up the military obligations of all white adult men.

A Defence Act Amendment Bill, to be tabled in Parliament today no longer contains the provisions in the draft which led to immediate criticism.

The revised Bill keeps the two-year period of compulsory national service for white males, but extends the "citizen force" follow-up training system in a way that is estimated to affect 800,000 men. However, a military spokesman has said that not all those liable under the new system would necessarily be called up.

The main change is that military training obligations after the initial two years of full-time service are to be increased from 240 to 720 days. After this, citizen force members will be transferred to active reserve for at least five years, and will afterwards serve in commando units until they are 60. All white males will be kept on a national reserve until they are 60.

South Africans initially responded to this dramatic tightening of military requirements by asking whether the Republic's security situation had deteriorated so gravely—or was expected by the Government to do so.

The explanation is that South Africa's defence chiefs have become increasingly conscious of the requirements for "local defence." As border infiltration continues, the burden of protecting strategic installations has become more than the full-time security forces can manage alone.

S. Africans braced for tough budget

By Bernard Simon in Johannesburg

SOUTH AFRICANS braced themselves yesterday for a second round of tax increases in the 1982/83 budget, due to be presented by Mr Owen Horwood, the Finance Minister, to Parliament today.

Mr Horwood announced a 10 per cent import surcharge and an increase in sales tax from 4 per cent to 5 per cent in a "mini-budget" on February 11, but the recent drop in the gold price and dim prospects for exports have made a further rise in taxes unavoidable.

"There are no soft options in framing the budget," Standard Bank said in its latest economic review.

Tax revenues from gold mines, by far the largest single taxpayers, are expected to fall to around R14bn (£748m) in 1982 (assuming an average gold price of \$320 an ounce), from R2.1bn last year and R3.8bn at its height of the gold boom in 1980.

Platinum and diamond mines' tax payments have also been eroded by the downturn in world mineral markets. Rustenburg Platinum, the world's largest producer of platinum group metals, announced earlier this week that tax provisions for the six months to the end of February were only a quarter of the R49.7m paid in the same period last year.

Mr Horwood is expected to announce higher taxes on companies and individuals today (possibly in the form of a long-term, low-interest loan to the state), as well as additional duties on drink and tobacco.

The Budget will be tough in other ways too. Even defence outlays, regarded as one of the "untouchable" components of recent South African budgets, are unlikely to rise as fast next year as the increase of over 30 per cent expected this year.

Instead of cushioning the expected slump in business activity over the next year, parts of the public sector are likely to contribute to the downturn. The overall increase in Government spending budgeted for 1982/83 is unlikely to be much higher than the present inflation rate of 14 to 15 per cent.

Mr Horwood has had to take account of unexpectedly severe pressures on South Africa's balance of payments, caused partly by the fall in gold and other mineral earnings, and partly by a very rapid increase in imports, which rose by 23 per cent in value last year.

The deficit on current account for 1982 is now projected at about the same level as last year's record R4.3bn, although fluctuations in the gold price could push the deficit higher or lower.

The authorities have shored up the reserves by extensive foreign borrowing and the conversion of part of their gold holdings into foreign currency by means of gold "swaps." South Africa has begun drawing on its facilities with the International Monetary Fund, and is understood to be negotiating further IMF credits. But the authorities cannot afford to rely on capital inflows, particularly if the gold price remains weak.

Quit Kabul, India urges Russia

BY K. K. SHARMA IN NEW DELHI

INDIA has made its clearest call yet for the Soviet Union to withdraw its troops from Afghanistan. The call, which can be taken as an attempt to reassert India's non-alignment policy, came in the annual foreign ministry report circulated to Parliament yesterday.

The report said that India seeks a settlement "through negotiations among the parties concerned on the basis of withdrawal of foreign troops, stoppage of all forms of outside interference, and preservation of the Independence, sovereignty, territorial integrity and non-aligned status of Afghanistan."

While its call for the removal of "foreign troops" remains oblique, the "outside interference" is obviously intended for Moscow's consumption. In India's view, the U.S. has also contributed to the sustained regional and international tension over Afghanistan, but the forthright formulation of policy in Afghanistan is unlikely to sit comfortably in the Kremlin. The Soviet Union is also mentioned where the report attacks superpower competition in the Indian Ocean. After pointing out that the U.S. has converted the island of Diego Garcia into a major naval base, the report adds: "The USSR, France and Britain have stepped up their presence in the region."

The criticism of the Soviet Union is balanced by the acknowledgment that Russia "showed understanding of the independent policy pursued by India, particularly its adherence to non-alignment."

The U.S. has been sharply

attacked for its decision to supply sophisticated arms to Pakistan. The report says wide spread concern exists in India "over the U.S. attitude to peace and stability in the sub-continent."

Another area of disagreement with the U.S. was its decision to suspend further shipments of fuel for India's atomic power plant at Tarapur.

The relationship with Pakistan has been recorded in terms that do not suggest early improvement is expected.

Low production levels notwithstanding, there are not enough buyers. Even so, production in 1982 is expected to be 48,500 and this will increase when the Maruti and the two new models by Premier and Hindustan Motors come onto the market.

Car output is, however, the smallest element of the Indian automobile industry. In the last few years, manufacture of commercial vehicles, Jeeps, scooters, motor cycles and tractors has risen rapidly. There are more than 40 manufacturing plants and the number is growing, partly with the help of foreign collaborators but mostly due to local efforts.

The industry is dominated by the commercial vehicles sectors in which seven companies operate. The dominant manufacturer is Tata Engineering and Locomotive Company (Telco) and Ashok Leyland, both of which export part of their production. The seven manufacturers produced 68,311 commercial vehicles in 1980, accounting for 46 per cent of the total production value in the automobile industry.

The focus is on scooters and mopeds, treated as family vehicles by Indians because of the cost of cars and fuel. A common sight in India is a scooter driven by a man, his wife clutching a baby on the pillion, a child standing between the man and the handlebars and another perched precariously on the luggage rack; a family of five on a vehicle meant for two.

The scooter came originally from Italy, but it has rapidly been "Indianised." The Vespa is now made by Bajaj Auto under its brand name of Bajaj and has markets in a number of countries in the world. The Lambretta factory was bought outright by the Indian government and set up in Lucknow.

The exception to the trend is Telco, which originally produced its trucks in collaboration with Mercedes Benz of West Germany but now makes and develops them under its own brand name. Telco plans to increase its installed capacity from 36,000 vehicles to 56,000 vehicles at cost of Rs 1.3bn. Telco's rival, Ashok Leyland, a subsidiary of BL, is to expand its present capacity of 13,000 trucks to 25,000.

Fierce competition for India's third car

BY K. K. SHARMA IN NEW DELHI

THE SCRAMBLE by Japanese, British and French companies for collaboration with the Indian nationalised company of Maruti to manufacture a new car for the Indian market will end within a few weeks. By then, Maruti's board will have vetted various offers and select the collaborator for the initial production of 35,000 cars a year.

Japan's Daihatsu and Nissan, France's Peugeot and Renault and Britain's BL are all at the ready. There is plenty of competition because Maruti has withdrawn the original stipulation that the collaborator should undertake to export a substantial part of the cars manufactured in the plant set up by Sanjay Gandhi, the deceased son of the Prime Minister, in Haryana state.

Indians will now finally have the choice of a third car. For more than three decades they have been limited to a choice of two obsolete models made by Hindustan Motors (the Ambassador, based on a 20-year-old design by Morris of Oxford) and Premier Automobiles (the Premier based on design of equal age by Fiat of Italy).

Cars are not allowed to be

imported for use by Indians and so the two automobile companies have had a captive market for what are not only obsolete but extremely expensive models. Both the Ambassador and the Premier sell for more than Rs75,000 (about £4,500) and the standard saying about them—no longer a joke—is that every part of both cars makes a noise except the horn within a few months of purchase.

The manufacture of the Maruti will at last relieve the monotony of just two types of car on Indian roads. It is probably because of the coming competition that both Premier and Hindustan Motors are also to change their own models.

Premier has entered into an agreement with Fiat of Spain and Hindustan Motors with Vauxhall of Britain for purchase of secondhand tools for models that will start to be manufactured in a couple of years.

For various reasons—the price of the cars and the cost of petrol and the obsolescence of the models—the Indian market for cars is minuscule for a country with a population of 885m. In 1980, only 30,538 Ambassadors and Premiers were

manufactured, far less than the peak production figure of 28,019 in 1977.

Low production levels notwithstanding, there are not enough buyers. Even so, production in 1982 is expected to be 48,500 and this will increase when the Maruti and the two new models by Premier and Hindustan Motors come onto the market.

Car output is, however, the smallest element of the Indian automobile industry. In the last few years, manufacture of commercial vehicles, Jeeps, scooters, motor cycles and tractors has risen rapidly. There are more than 40 manufacturing plants and the number is growing, partly with the help of foreign collaborators but mostly due to local efforts.

The industry is dominated by the commercial vehicles sectors in which seven companies operate. The dominant manufacturer is Tata Engineering and Locomotive Company (Telco) and Ashok Leyland, both of which export part of their production. The seven manufacturers produced 68,311 commercial vehicles in 1980, accounting for 46 per cent of the total production value in the automobile industry.

This will help India tide over the balance of payments crisis it now faces because of its large trade gap of more than Rs 55bn (£3.2bn) a year and the cut in loans from the World Bank and the industrialised countries.

The shortage of foreign exchange forced the country to take a three-year loan of \$5.5bn from the International Monetary Fund last year and the Indian Government is exploring other sources of borrowing.

India's external financing programme, like those of most developing countries, has been badly hit by the 50 per cent cut in the outlay of the World Bank's soft-loan programme because of the cut in U.S. contributions.

India has told the ADB, mainly to assuage the fears of its traditional beneficiaries such as Bangladesh and Sri Lanka, that it will not for the present borrow from the Asian Development Fund, the bank's soft-loan "window." All loans will be from the Ordinary Capital Resources (OCR) of the ADB.

Nearly all ADB beneficiaries in Asia have expressed fears that if India starts borrowing, their share of loans will go down.

India has argued that the poorer Asian states will not be affected.

New Delhi to borrow from ADB

By Our New Delhi Correspondent

THE Asian Development Bank (ADB) has agreed in principle that India can borrow from it from next year. This clears the way for loans to India from the institution for the first time since it was founded in 1966. India's borrowings from the ADB will be sizable.

The amount will be worked out when the bank replenishes its capital resources, but the Indian Government would ideally like to get about \$400m a year, or about \$2bn (£1.1bn) in the next five years.

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How Can We Cooperate For a Freer World — Japan's Efforts

Mr. Naohiro Amaya is Special Adviser to the Minister of International Trade and Industry in Japan, long experienced in trade negotiations with Europe and America.

Dick Wilson, the freelance journalist and former Editor of Far Eastern Economic Review, interviewed him on the current stresses and strains in trade relations with Japan.



Special Adviser to the Minister of International Trade and Industry, Mr. Naohiro Amaya (left) interviewed by Dick Wilson

Three pillars of the free world

Wilson: What is your assessment of Western Europe's current economic problems?

Amaya: Not only the Western European, but also the American and Japanese economies are sick.

Wilson: Why?

Amaya: I would give three causes of the disease. One is the dislocation of resources caused by the astronomical rise in oil prices. The second is what I could call the shrinking of economic frontiers. After the war we had a tremendous pent-up demand for goods, and also the dissemination of new technology from the US. These opened up great new frontiers for everybody. But today they are shrinking.

Wilson: I suppose it has become a smaller world, in that way. What is your third diagnosis?

Amaya: The sad decline of the co-operative spirit in Europe and the US. Of course man is homo economicus, but for an economy to be healthy there must be a balance between co-operativeness and egotism, in people as well as in companies or nations. I believe that companies in Japan preserve this community spirit healthily enough, but in Europe and America it seems to be diminishing.

Wilson: You mean pulling together within a company instead of striking?

Amaya: Yes. I have just been to visit President Kennedy's tomb at Arlington Cemetery in Washington, and you know what is quoted there: Ask not what your country can do for you, ask what you can do for your country. This applies to industrial firms too. To facilitate efficient and profitable production, workers should think what they can do for the company, while the company should think what it can do for the workers.

Wilson: That sounds like something which will take a lot of mending. Meanwhile we have at this moment an up-

surge of protectionist feeling in Europe which is particularly felt by Japan. What do you feel about that?

Avoid becoming a protection addict

Amaya: We are very concerned indeed. If you have a tummy ache or a headache it is all too easy to reach out for some drug, to ease the pain — but then you get addicted. Similarly with a country, it can become a protection addict and that will provoke a chain reaction among other countries.

Wilson: So what can you do about it?

Amaya: We are all in a very difficult situation, and our economies are highly interdependent. We have to understand each other's problems and co-operate. We recognise, for example, that European industries such as cars, TV's machine tools and steel are in the painful process of restructuring. Japanese industries are being prudent about their exports in order to make progress in these efforts.

Wilson: These are the industries which have complained of Japan's "laser-beam" export campaigns threatening their survival.

Amaya: Those complaints led us to advise industries to be prudent about their exports. It shows that we are not deaf to the protestations of European producers.

Encourage you to sell more in Japan

Wilson: The other big grumble is over European access to the Japanese market.

Amaya: You claim that our market is closed. We disagree. It is true that like our trade partners we have some barriers, but you must admit that we are reducing them. We recently advanced by about two years the schedule of tariff reductions agreed in the Tokyo Round of trade negotiations. We have

taken on board foreign complaints about customs inspection procedures and are abolishing or simplifying 67 of them.

We have set up an Office of Trade Ombudsman to resolve expeditiously the difficulties encountered by European exporters. We must, of course, go further in reviewing the residual import barriers.

Wilson: Will all this significantly raise European exports?

Amaya: It will, if European salesmen try hard enough. A hundred years ago British businessmen could trade with Japan while sitting comfortably in their offices. We Japanese had to come London or Paris to buy or sell, but until quite recently European exporters never went to Japan and knew very little about the Japanese market. Japanese businessmen, by contrast, learned a lot about the European markets. So there is a huge imbalance of knowledge and information in our favour. As Francis Bacon said, "knowledge is power", such lack in power appears to be the biggest single obstacle to your penetrating the Japanese market.

Wilson: In that case it may take some time to change for the better. Do you regard this trade imbalance between Japan and Europe as structural, likely to persist?

Amaya: You have big deficits with the US and some developing countries, while the EC has big surpluses with Switzerland and Austria. In a sense that is structural. It is impossible for us all to balance our trade bilaterally with one another all the time.

From about 1868 to about 1935 Japan had chronic trade deficits with the UK and Germany. In the first couple of postwar decades there was a balance, and only in the past decade or so have we gone into chronic surplus with you. In theory it is the overall balance of payments, the multilateral outcome, that matters. But in practice people do

worry about their bilateral trade balances and so we must encourage you to sell more in our market — while you do more homework, too.

Industrial cooperation will help revitalize our economies

Wilson: Are you doing anything else to keep free trade alive in these dark days of recession?

Amaya: Oh yes. One sector in which European industry is lagging behind is the semiconductor and computer side of electronics, where Japan is currently doing relatively well. We believe that cooperation agreements between Japanese and European companies will help revitalize the European economies. We are good at production technology, whereas the British excel in invention and developing new ideas. It should be a good exchange.

Wilson: Will Japanese investment in Europe grow strongly in the next few years?

Amaya: In sectors where we have a comparative advantage, like electronics, it should. The Japanese government certainly encourages Japanese firms to invest in Europe or exchange technology there.

Wilson: But the conditions imposed by European governments on Japanese direct investment can be severe? On component procurement, for instance?

Amaya: That is true, and we also find that our investment in one country is not always welcomed in another EC-member country. There is one more point I would like to make about the trade imbalance. Nowadays about half of the work force in countries like ours are in service industries, so trade in services — the so-called invisible account — really is important. And here the balance is in your favour. You should really take that into account when you worry about the imbalance in trade in goods with Japan.

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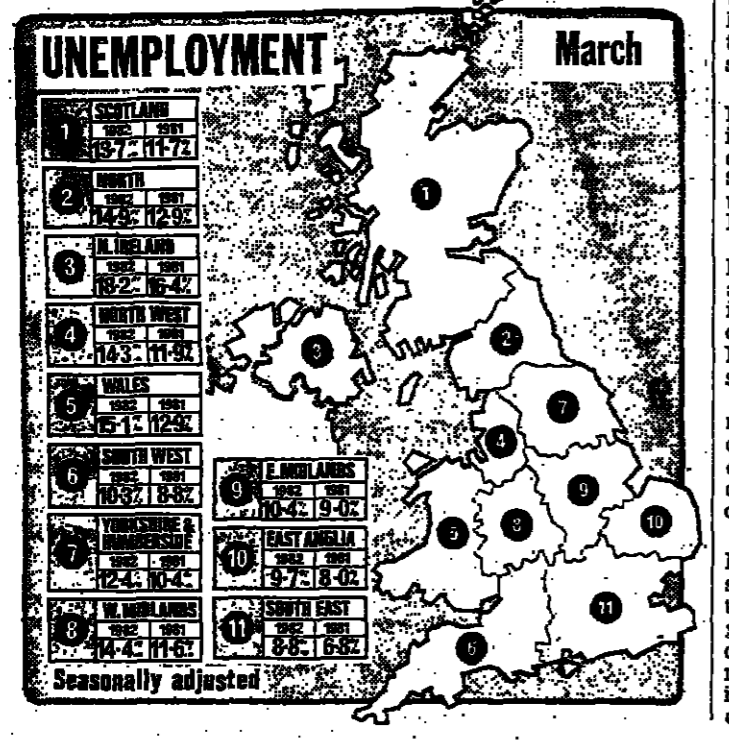
Slower growth of jobless in Britain

BY MAX WILKINSON, ECONOMICS CORRESPONDENT

UNEMPLOYMENT in the UK was 2.53m or 11.8 per cent of the workforce in March...

the South East, which were the slowest to suffer from the general rise in unemployment...

Table with 2 columns: Country, Percentage of Workforce Unemployed (February). Includes Belgium, UK, Ireland, France, Netherlands, Italy, Denmark, U.S., Canada, Japan.



Hip joint factories 'no solution'

BY DAVID FISHLICK, SCIENCE EDITOR

HIP "FACTORIES" specialising in replacing hip joints are not the way to reduce National Health Service waiting lists...

figures are available - 15,330 people in England and Wales had the operation, suggesting a total cost to the health service of about £18m.

LABOUR

TSB to aid community projects on Merseyside

By Nick Garnett, Northern Correspondent

THE Trustee Savings Bank in the north west of England, said yesterday that it is to re-invest 1 per cent of its net profit annually in community projects...

This is expected to involve about £500,000 in the first five years. The bank has decided to concentrate on youth unemployment in the next year...

For the first year, the TSB North West will look at training workshops and the bank is discussing with the Manpower Services Commission the setting up of such a workshop at Kirby, Liverpool.

Mr Albert Owen, the TSB North West general manager, said yesterday that he hoped the bank's commitment would go some way to easing problems caused by youth unemployment.

BA claims ramp staff action crumbling

BRITISH AIRWAYS yesterday claimed that the six-week-old stoppage by 2,000 ramp staff on its short-haul flights at Heathrow was showing signs of crumbling...

Mr Ron Todd, the TGWU national organiser, said last night that he did not expect a breakthrough, but both sides would lay out their positions once more.

inviting them to return. A representative of the baggage staff admitted that a number of his colleagues had returned for work, but said it was impossible to tell how many.

continue to be handled by volunteers, and that all flights were operating normally.

'Lost cause' airline dispute goes on

IT IS DIFFICULT to avoid concluding that the cause of British Airways Heathrow Airport ramp staff is lost.

shop stewards also object to the 300 job losses which the changes envisage.

But shop stewards' power is considerable in the TGWU, and national officials have a left-wing executive behind them which would condemn any weakening of support for the ramp workers.

There is little pressure on BA to make concessions. Though managers insist they are not asked to "take on" the stewards, the temptation is stronger now to inflict a wounding defeat on the influential leaders of a group of workers who they believe have some of the costliest working conditions in the airline.

Some of this ground has already been conceded by the Transport General Workers' Union, which organises the ramp staff. Most of the 300 have left, and for more than a month the union's peace proposals contained a commitment "to jointly discuss working practices and acceptable rosters with the objectives of accommodating the staffing levels tabled by British Airways management."

BA's measures include: extending ramp staffs' working week from 38 1/2 to 40 hours; ending what the airline calls rostered overtime and the workers call a guaranteed earnings clause; increasing the number of days they can be asked to attend work within their overall hours; regarding them temporarily with a view to incorporating them this summer in a wider group of ground services staff; and deploying them more flexibly.

Longer hours The new grades would give the ramp workers an extra £130 a year each on average. Their leaders object that they have to work longer hours, more days, and stand to lose £1,200 to £1,800 a year. The last point is hotly disputed by BA.

BA insists it cannot return to the old rosters because it has already released nearly 300 workers and it fears the shop stewards would fluster once back at work. The company says that it has exhausted negotiating procedures on the new rosters and has been faced with refusal to negotiate on working practices.

There seems to be four main barriers to the solutions. Ramp workers' leaders wish to avoid the defeat which would weaken their future bargaining power. They believe that BA has broken agreements and imposed changes, and they are reluctant to co-operate with operations to "privatise" the airline. The staff leaders also feel they are resisting a generalised attack by British management on unions.

The TGWU, which has made the dispute official, could hardly have chosen worse ground on which to fight the latter point. It is widely believed that the national leadership—whose recommended peace deal was thrown out by the workers over a month ago—would privately like to have settled it some while back.

Mr Ron Todd, TGWU national organiser, says if he does not get a satisfactory response soon, he will ask Mr Moss Evans, general secretary, to meet with Sir John King, BA chairman, and will press the national joint council to implement its industrial action threat.

BA also believes it dare not give in after agreeing sweeping changes with every other group to implement 9,000 job losses as part of its survival plan. Certainly the volunteers loading baggage—some of them on overtime, but others without payment—would not take kindly to that.

Outside the Heathrow perimeter a thin band of pickets watches the traffic go by. Management says that some of these are not BA employees—a charge denied by stewards.

They also reject suggestions that workers do not want established ramp units broken up because they organise theft—which has dropped sharply during the dispute. Anger over such accusations seems to be a factor bolstering support for the ramp workers' leaders.

Survival plan BA also believes it dare not give in after agreeing sweeping changes with every other group to implement 9,000 job losses as part of its survival plan.

Mr Arthur Savory, president of the First Division Association, is in effect stepping aside from their traditionally politically neutral position by deciding to support most of the TUC's proposals for action against the Government's Employment Bill.

Senior officials of the FDA—some of whose members probably helped in drafting the Bill—acknowledge that many members of the union, ranging as high as Whitehall permanent secretaries, would support many aspects of the Bill.

Mr John Ward, general secretary, says in his union's journal that "there is quite a lot of the Bill with which many members would agree."

One FDA leader even suggested that many members would agree with a Bill which took action against the closed shop and because the Bill was

Nursing unions to make fresh pay appeal

By Ivo Dawney, Labour Staff

LEADERS of Britain's 500,000 nurses are to make a fresh appeal to the Government for more funds for wages after the management side of the National Whitley Council yesterday refused to improve on its 6.4 per cent pay package.

Union leaders were angry that the management also failed to back them in a joint approach to ministers for further funding.

But the management said last night the offer was "realistic" when seen in the context of public expenditure plans and the resources available within the health service.

A further appeal to Government is unlikely to influence Ministers following the allocation earlier this month of an extra £83m to boost nurses' pay. Unions now face the option of accepting the offer or of planning industrial action in support of their claim for rise in line with the increased cost of living.

The Royal College of Nursing's 194,000 members are unable under their rules to take strike action. But the National Union of Public Employees and the Confederation of Health Services Employees, together representing over 300,000 nurses, may follow their members on selective strike action.

Strike threat by teachers

TEACHERS' leaders yesterday warned of a series of half-day strikes next week if the Burnham Committee fails tomorrow to allow a 12 per cent pay claim to go to independent arbitration.

Joint action by the National Union of Teachers and the National Association of Schoolmasters/Union of Women Teachers—representing 375,000 staff—will begin on Tuesday with stoppages in about a third of English and Welsh schools. Strikes on Wednesdays and Thursdays will disrupt the remaining schools.

Unions warn employers of fight against Bill

BY JOHN LLOYD, LABOUR EDITOR

EMPLOYERS are receiving warning letters from trade unions that any attempt to use the forthcoming employment legislation will meet fierce and co-ordinated resistance.

Top civil servants back TUC campaign

BY PHILIP BASSETT, LABOUR CORRESPONDENT

SENIOR civil servants in the First Division Association are in effect stepping aside from their traditionally politically neutral position by deciding to support most of the TUC's proposals for action against the Government's Employment Bill.

Buyers' market in the international coal trade

By Martin Dickson, Energy Correspondent

THE LONG-HERALDED expansion of the international coal trade is getting under way—but with a modest, slow-moving momentum rather than a dramatic boom.

ENERGY REVIEW

Important purchasers included Denmark, which took 2m tonnes as against 500,000 in 1980, and France, which purchased 2.8m tonnes, up 1.2m tonnes.

INTERNATIONAL COAL TRADE

Provisional figures suggest that the international coal trade in 1981 rose by only 3.5 per cent over 1980, from about 180m tonnes to 200m tonnes (excluding eastern bloc trade and U.S. exports to Canada).

Table with 2 columns: Country, 1980, 1981. Includes U.S., Australia, South Africa, Poland, Canada, UK, Japan, France, Italy, West Germany, Denmark.

spend on coal conversion and lowered their payback horizons. It has cut the price of oil, reducing but not eliminating coal's competitive edge.

But the trade's unspectacular growth last year and modest prospects for 1982 hide some important regional variations in both supply and demand.

On the demand side, 1981 saw some marked differences between Europe and Japan. Imports of coal by EEC countries actually fell last year—by 1 per cent from 91.6m tonnes to 90.6m tonnes.

On the supply side, the most dramatic development of the past two years has been the decline of exports from Poland and a remarkable, concomitant expansion in supplies from the U.S.

Poland was the world's second biggest coal exporter until the political upheavals of 1980. In 1979 it exported 41m tonnes, 26.4m to the West and 15m tonnes to other Comecon countries.

Why the slowdown? Some slackening of the pace set in 1979-80 was inevitable. That mini-boom was prompted by the Iranian crisis which sent oil prices soaring and made coal a

much more attractive economic proposition. As a result, power stations and industry substituted coal for oil where possible in their existing boilers and began to order new coal fired equipment.

This year any growth in European demand will be very modest. At the French coal importing monopoly, has been planning a substantial cutback in steam coal imports because of the further commissioning of nuclear stations.


Imports at a time when Japanese crude steel production has been falling is due to a change in steel-making processes—cutting out the use of fuel oil in blast furnaces and replacing it with coke.

The rise in steam coal imports is largely the result of the rapid conversion of the Japanese cement industry to coal-firing. In 1979 it used 3.7m tonnes, in 1980 7.4m. Power station demand has also been rising,

the East Coast ports of Hampton Roads and Baltimore has helped cut the queue, as has the much higher volume of traffic using New Orleans (12.6m tonnes of exports last year against 3.5m in 1980) and Los Angeles/Long Beach on the West Coast (4.8m tonnes in 1981, 1m in 1980).

Nevertheless, the East Coast queues have not been eliminated entirely. Earlier this month there were still 39 vessels queuing off Hampton Roads, totalling 3m tonnes deadweight.

At the moment, then, the coal trade is a buyers' market and looks like remaining that way until there is a sustained western economic recovery.



HOLLYWOOD

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It may surprise you to learn that you can afford to buy a car built to the same standard as a large £22,000 BMW saloon.

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Nor do BMW's quality control inspectors have a lower standard for their less expensive cars.

CREATED EQUAL BUT NOT CREATED THE SAME

The results of these efforts is a BMW 3 Series, that, to quote Motor magazine, "feels put together with more care than is appropriate for the price."

"It is," they conclude, "a luxury car made smaller rather than a volume car made more expensive."

It's a verdict that reflects the sheer level of engineering refinement concentrated into BMW's smallest car.

The 316, for example, now sports a 1.8 litre engine developed from the unit that's powered so many Formula Two winners.

The extra power is used not to boost the 0-60 mph performance but to provide extra muscle in the crucial 30-50 mph overtaking phase.

So the engine emerges 18% quicker in this respect, yet overall its fuel consumption has been reduced by 5%.

The two litre 320 is equipped with a six-cylinder engine, instead of the four cylinders that most two litre cars have to make do with.

Yet it's a luxury that doesn't cost you extra petrol. Over 30 mpg is possible if you try hard, or 23 mpg if you drive hard.

Finally, there's the 323i to demonstrate that you don't have to trade in your family if you want to own a sports car.

Its fuel injected 2.3 litre engine has so much torque that it achieves the almost unique distinction of going from 50-70 mph as quickly as it goes from 30-50 mph. And now both the 320 and 323i are fitted with a 5 speed overdrive gearbox as standard.

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It would be a pity, after all, if you had to settle for an inferior car to the one you can actually afford.

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Please send me the BMW 3 series Information File so I can more fully evaluate the car

Mr, Mrs, Miss, etc. Initials Surname

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Present car Year of registration

Daytime telephone number Age (if under 18)

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TECHNOLOGY

EDITED BY ALAN CANE

Making the best use of stored data

BY LOUISE KEHOE in CALIFORNIA

A NEW area of computer science, data base management, is starting to offer business a solution to the common problem of how to make the best possible use of information held in computers.

A common problem for the personal computer user occurs when it would be desirable to use the search functions of a personal filing system to look through items stored in word processing files.

The database processor, as the name implies, is, in fact, a microprocessor system in itself. It looks up to a "host" processor and takes over the job of data base management.

What is more important, the DB processor can be linked to more than one host. This allows, for example, several desk top computers to share a single memory system.

Currently, Intel is offering the DB processor in the form of a "black box"—actually it is a single chip that takes less than U.S.\$18,000.

Keele idea will help storage on discs

BY GEOFFREY CHARLISH

A SCIENTIST at the University of Keele has come up with an idea that will enable computer users to store up to 150 per cent extra data on all types of computer discs.

The target has been reached for both mainframes and microcomputers. Versions to operate under operating systems CP/M, OS/2 and RT11 are available or soon will be, and others will follow.

Machine tool system

OPTIMA LATIC, based at St Helens, Lancs, claims to have developed a low cost computer system capable of transcribing engineering drawings into machine tool tapes.

At the heart of the system is a computer developed by Positron, a young British company set up originally to produce computers aimed at the growing education market.

Step forward for 'software in silicon'

THE TECHNIQUE used by Intel to store computer programs in chips—Intel calls it "software in silicon"—others refer to as "firmware"—is basically the same as that used in video games and the like where the program is contained in a read only memory (ROM) and housed in a cartridge.

Another plus for the user is that the ROM is relatively indestructible, whereas the floppy disk is, for example, a very delicate medium for storing important and expensive programs.

That drawback is offset by the fact that whereas programs held on magnetic disks are relatively easy to copy—even if they have been "protected"—it takes considerable expertise and some special equipment to duplicate programs held in ROMs.

How to hit the right note—the Casio electronic music way

BY ELAINE WILLIAMS

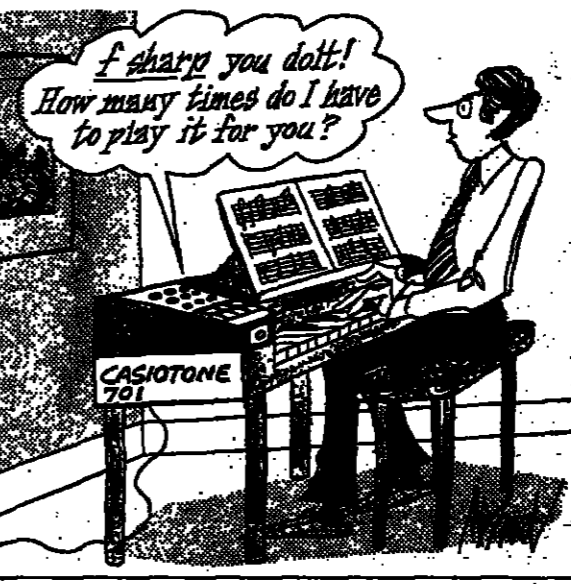
IF A MUSICAL instrument can read music and play faithfully what is left for mere mortals to do?

Casio, the Japanese electronics company better known for its calculators, believes that its new electronic keyboard will stimulate people to learn to play musical instruments.

Casio has entered the music making business at a time when the industry overall has been doing badly. It introduced its first electronic keyboard only 18 months ago and now has about seven models on the market.

Without taking Casio's performance into account, the total organ market is estimated to be worth about £20m in the UK.

A few years ago a synthesiser capable of the same operation would have cost several thousand pounds and be too large to fit on the kitchen table.



COMPANY NOTICES

LONDON AMERICAN ENERGY N.V. Notice to Bearer Shareholders. Notice is hereby given that the Annual General Meeting of London American Energy N.V. will be held at Pietermaai 15, Willemsdijk, Curaçao, Netherlands Antilles on Tuesday, 20th April 1982 at 10.00 a.m.

ENTE NAZIONALE PER L'ENERGIA ELETTRICA (E.N.E.L.) 71% 1971/1986 ECU60,000,000 Loan. Bonds for the amount of ECU 2,522,000 have been drawn on March 10, 1982.

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NOTICE TO CREDITORS (in VAINTOC LIMITED) (in Voluntary Liquidation). Creditors of the above-named Company are required on or before the Fifth day of April 1982, to send in their names and addresses, with particulars of their debts or claims.

FINANCIAL TIMES

Published in London & Frankfurt. Need Office: The Financial Times Limited, Bracken House, 10 Cannon Street, London EC4A 3DF. Tel: 01-574 6071. Telex: (London) 885033. Telegrams: Financial Times, London. Telephone: 01-574 6000.

BRASCAN LIMITED (Incorporated under the laws of Canada). NOTICE IS HEREBY GIVEN that the Board of Directors of the Company has declared a quarterly dividend of forty cents (40 cents) per share in Canadian funds on the company's Class A, Class B and Class C convertible ordinary shares.

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Table with 3 columns: Classification, Per line, Single column. Includes Commercial and Industrial Property, Residential Property, Business, Investment Opportunities, etc.

GARDENS TODAY

Alpines which need no rocks

BY ROBIN LANE FOX

AT LAST there are some flowers... which suits my own interests... Alpines enjoy a curious status among many keen gardeners.

rain and mud at its high season... a remarkably pretty edging for a shaded border.

Citrimum, it is a good buy for a sunny and well drained place... It increases easily from cuttings.

Before you buy one, I would remind you of their subtler relations... Among the hard yellow Alpessu, you can find a soft bilious called Dudley Nivelle.

FT COMMERCIAL LAW REPORTS

Cheap gas contract lawfully terminated

TOWER HAMLETS LONDON BOROUGH COUNCIL v BRITISH GAS CORPORATION

A CONTRACT which fails to provide for the conditions under which it is to be terminated shall be terminated in accordance with the intention of the parties at the time they entered into the agreement.

fundamentally changed, notice could have been given at the end of the year ending March 31 1975, when the enormous increase in the market price occurred.

The only other solution, and it was accepted by his Lordship, was that suggested by the corporation, namely, that the contract was terminable after six years certain and thereafter on reasonable notice.

His Lordship said that under the terms of a binding contract entered into between the corporation and the borough, the corporation agreed to supply gas at fixed prices to the borough for certain new developments.

Mr Mann further submitted that a power to terminate the contract was a power to do so on reasonable notice. What was reasonable depended on the circumstances existing when notice was given.

Mr Payton for the borough did not quarrel with the formulation of those submissions, but the question was how they should be applied to the present case.

An alternative fuel supply and the design of storage facilities, and a further 18 months for construction of storage facilities.

Committee the stand needed structural improvements to make it a safer and more comfortable building, for the racegoers and to prolong its life.

RACING

BY DOMINIC WIGAN

YORK Racecourse has managed to increase its prize money by £85,000 this year, to just under £1m, despite having to use £200,000 of its revenue for the last two years for essential work.

- 2.00 - Torbold**
3.00 - Royal To Do*
3.30 - Bridge Ash**
4.30 - Rambling Buck
8.30 - Street Trader

BBC 1
6.40-7.55 am Open University (Ultra High Frequency only)
9.05 For Schools, Colleges, 12.30 pm News After Noon, 1.00 Pebble Mill at One, 1.45 Chigley, 2.01-3.00 For Schools, Colleges, 3.53 Regional News for England (except London), 5.55 Play School, 6.30 Mighty Mouse, 6.55 Jackanory, 7.40 Take Heart, 5.00 John Craven's Newsround, 5.10 Grandad, 5.35 The Perishers, 5.40 News, 6.00 Regional News Magazines, 6.50 Nationwide, 6.56 Fame (London and South-East only), 7.30 The Wonderful World of Disney, 8.05 A Song For Europe '82: programme to choose the song which will represent the UK at the Eurovision Song Contest, 9.00 News, 9.35 Sportnight: Football from Spain - Athletic Bilbao v England XI and from Paris, France v Northern Ireland, World Championship Boxing from Atlanta City, 10.25 Parkinson and his mid-week guests, 11.13 News Headlines, 11.15 A Question of Guilt - strange case-surrounding Constance Kent.

TELEVISION
Chris Dunkley: Tonight's Choice
A great night for those who sincerely believe that hamburgers are an improvement on tournedoes, and that Val Doonican is the best thing to have happened to music since Bing Crosby. Terry Wogan presents A Song for Europe '82 in which eight groups compete for the chance to represent the UK at the Eurovision Song Contest. Second prize is presumably two chances. Simultaneously ITV offer Startust with the top of the bill filled by Ted Rogers, the first comedian in history to choose a dustbin as his partner and still come off second best. The only programmes of any note look like being ITV's Minder and BBC 2's Chronicle. For the last two years Chronicle has been filming the dismantling of what appeared to be a simple Victorian cottage, half-thatched, half-covered in corrugated iron, in the little Sussex village of Walderton. Since 1979 it has been unfit for human habitation, but it was not being destroyed: it was being rescued by the World and Dowland Open Air Museum in Singleton, which specialises in the preservation of traditional Sussex buildings. They discovered that most of the cottage dates from the 17th century, including the fireplace and the mediaeval roof timbers which are still black from the smoke that once drifted up from the open hearth.

LONDON
9.30 am Schools Programmes, 12.00 Windfalls, 12.10 pm Rainbow, 12.30 Movie Memories, 1.00 News, plus FT Index, 1.30 Thames News with Robin Houston, 1.30 Crown Court, 2.00 Afternoon Plus presented by Mary Parkinson and Kay Avila, 2.45 The Six Million Dollar Man, 3.45 Definition, 4.15 Dr Snuggles, 4.20 Animals in Action, 4.45 Murphy's Mob, 5.15 Mr Merlin, 5.45 News, 6.00 Thames News with David Bellin and Rita Carter, 6.25 Help! with Viv Taylor Gee, 6.35 Crossroads, 7.00 This Is Your Life: Eamonn Andrews has a surprise for another unsuspecting guest, 7.30 Coronation Street, 8.00 Starburst, 9.00 Minder, starring Dennis Waterman and George Cole, 10.00 News, 10.30 "Vampire", starring David Niven and Teresa Graves, 12.10 am Close: Sit Up and Listen with Roy Plomley, † Indicates programme in black and white

All IBA Regions as London except at the following times:
ANGLIA
1.20 pm Anglia News, 2.45 Trapper John, 5.15 News, 6.00 About Anglia, 12.10 am The Big Question, 12.30 am News, 12.30 am News Summary.

GRAMPIAN
9.25 am First Thing, 1.20 pm North News, 2.45 The Great Depression, 5.15 Private Benjamin, 6.00 North Tonight, 12.05 am News, 12.30 am News Summary, 12.30 am News, 12.30 am News Summary.

TYNE TEES
9.30 am The Good Word, 9.35 North-East News, 1.20 pm North-East News, 1.25 Where The Jobs Are, 2.45 The Market Place, 3.00 News, 3.15 The Kelly and Judith Chalmers, from London's Leicester Square Odeon, 3.30 The Sound of "New Seekers", 5.15 Private Benjamin, 6.00 North-East News, 6.02 Crossroads, 6.25 Northern Life, 10.30 North-East News, 12.10 am Three Million And Rising, 12.30 am News, 12.30 am News Summary.

RADIO 1
5.00 am Aa Radio 2, 7.00 Mike Reid, 8.00 Simon Bates, 11.20 Dave Lee Travis, 2.00 pm Paul Burnett, 3.30 Swave Wright, 5.00 Peter Powell, 7.00 Radio 1 Mainline, 8.00 David Jensen, 10.00-12.00 John Peel, 11.00 Brian Matthew with Round Midnight, 1.00 am Truckers' Hour (S), 2.00-5.00 Del, 5.30 The News Tonight (S), 6.00 The Folk Entertainers (S), 9.45 Sounds of the Sun (S), 9.45 With Radio 2, 10.00 With Radio 1, 12.00-5.00 am With Radio 2.

RADIO 2
5.00 am Ray Moore (S), 7.30 Terry Wogan (S), 10.00 Jimmy Young (S), 12.00 Glore Hunningford (S), 11.30 Stewart (S), 4.00 David Hamilton (S), 5.45 News Sport, 6.00 John Dunn (S), 7.30 International Soccer Special: 1.00 Music Weekly (S), 2.50

RADIO 4
6.00 am News Briefing, 6.10 Farming Today, 6.25 Shipping Forecast, 6.30 Today, 8.25 Yesterday in Parliament, 8.57 Weather, 9.00 News, 9.05 Midweek Henry Kelly (S), 10.00 News, 10.02 Gardeners' Question Time visits

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THE MANAGEMENT PAGE

Why an EEC proposal is entrenching attitudes on both sides of industry

John Wyles outlines the implications of the Vredeling directive

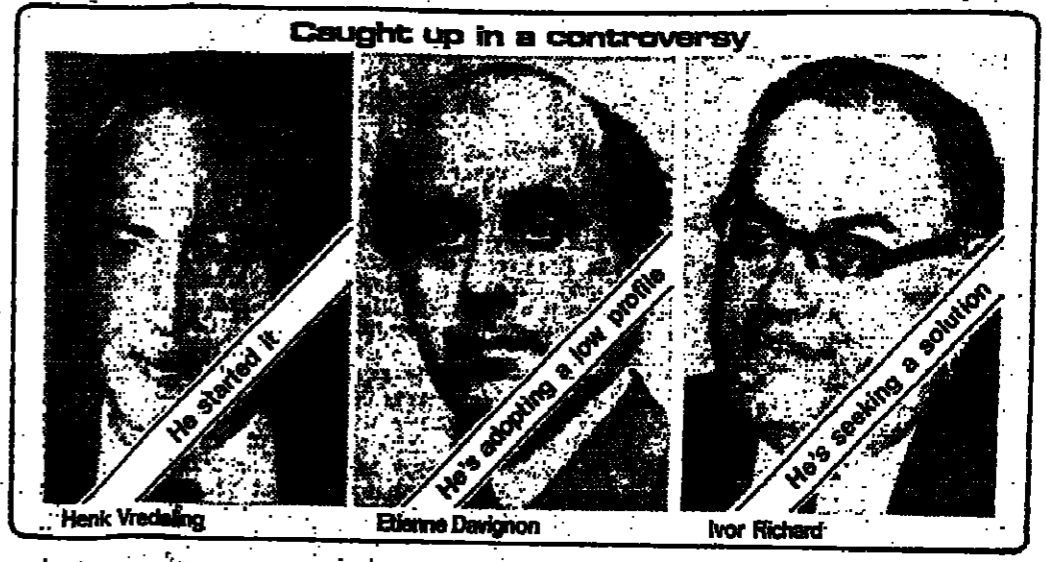
PETER PESTILLO and Ron Todd may be known to each other, but professionally their paths never cross. Pestillo is U.S. vice-president in charge of labour relations at Ford Motor Company while 4,500 miles away Todd leads the union negotiating team representing Ford manual workers in the UK. In certain extraordinary circumstances, Pestillo might have to discuss Ford's global corporate plans with Todd if a draft European Commission directive were ever adopted in its present form. Todd, like the European TUC, would regard such an encounter at Ford's world headquarters, Dearborn, Michigan, as a positive advance for trade unionism. The possibility fills many of Pestillo's fellow American executives with fear and loathing. European businessmen from London to Athens, from Copenhagen to Rome, are similarly united in declaring another large chunk of the "Proposal for a Council Directive on procedure for informing and consulting employees of undertakings with complex structures, in particular transnational undertakings". The shorthand title of this Euro-speak is the "Vredeling proposal" after the former Dutch Socialist Commissioner, Henk Vredeling, who jointly sponsored its adoption by the Commission in October 1980 with Viscount Etienne Davignon. Since then, Davignon has not fought to keep his name associated with the proposal. It is, after all, a basic charter for multinational trade unionism which could extend across national frontiers. Its premise is that multinationals tend to keep their employees inadequately informed and consulted on a broad range of policies which affect their interests. Its assumption is that arm-length decision-making from a headquarters which may be in another country or outside the Community altogether gives some managements the opportunity to run their businesses with fewer obligations to win the consent of their employees. The Commission's remedy is to oblige the headquarters—de-

Foreign Trade Council of New York and the American Chamber of Commerce in Brussels warn that the proposal would harm business competitiveness, create a major political row over EEC jurisdiction over U.S.-based companies and deter further American investment in Europe. The U.S. Government has been more sotto voce, but firm nonetheless. An unpublished letter from the State Department to Congressman Thomas Luken reveals that the Reagan Administration thinks the draft directive "is ill-advised as a matter of policy, contains troublesome transnational aspects and would, if adopted in its present form, adversely affect U.S. firms doing business in Europe." Two Bills have already been introduced in Congress to shelter U.S. companies wishing to avoid compliance with foreign disclosure laws. Meanwhile, UNICE, representing EEC industries, is stressing that the shadow of Vredeling haunts not just multinationals. It is meant to apply to all undertakings with more than 100 employees, so it may

touch up to 40,000 small and medium-sized businesses, says UNICE. The organisation sees threatened disruption to industrial relations and damage to competitiveness by a measure which it claims is basically unnecessary in view of the increasing success of the disclosure clauses of the OECD's voluntary guidelines for multinationals.

EEC governments are keeping a watchful eye on Vredeling's progress. Their detailed reactions will not be needed until the European Parliament has delivered its opinion later this year and the Commission has decided the changes it wants to make to the draft before sending it to the Council of Ministers.

Ivor Richard, Vredeling's successor as Social Affairs Commissioner, is committed to pressing ahead with the directive but wants a draft which would put an end to what he calls the "trench warfare" between unions and employers which the original has provoked. Ivor Richard is reluctant to acknowledge his predecessor's responsibility for those hostilities and he and his advisers do not hide their belief that the business lobby is over-reacting. According to Richard, the Vredeling proposal is essentially "modest" and wholly in line with objectives set by EEC governments in January 1974. But this justification seems rather naive when it is remembered that the proposals offer trade unions the opportunity to organise and seek representation at a Community level. This has been their objective for at least a decade and would be secured by Articles 7 and 13 of the proposal.



The proposals allow the creation of a body representing all employees of the dominant undertaking and its subsidiaries within the Community. A management agreement would be needed and there is no doubt that many companies would come under strong pressure to recognise such a joint union body. While it may escape Richard, the importance of this proposition is not lost on the ETUC, UNICE or the American corporate lobby, and it is one of the principal reasons why they have dug their opposing trenches.

It is nonsense to set up something like the Common Market and to aim at industrial change on a European scale without giving the unions some opportunity of getting together themselves. One of the purposes of the EEC was to make the multinationals more accountable, says David Lea, assistant general secretary of the British TUC and chairman of the ETUC's committee. For their part, European employers will fight this issue down to the last draft amendment and will put enormous pressure on their governments to block it in the Council. The problem for the trade union supporters of Vredeling is that it is loosely drafted—leaving making it too easy a target for criticism—and rather confused about its objectives and means of attaining them.

One of its two basic aims is to improve the access of employees of multinationals to information about their own enterprise, its relationship to the activities of other subsidiaries, and to the group as a whole. This is not a very controversial objective. But Vredeling believes it can only be achieved by bringing down an avalanche of information on workers' representatives. For example, Article 5 could reasonably be read as requiring IIT headquarters in America to supply the employees of its Abbey Life insurance group in the UK with information on the production and investment programmes of its subsidiary company manufacturing TV sets in Spain, and vice versa. The proposal is currently being worked over by the social affairs and employment committee of the European Parliament. Its rapporteur, British Conservative Tom Spencer, has already proposed a series of amendments which would reduce the scope of Vredeling. Most employers, however, still find Spencer far more sympathetic to the proposal than a British Conservative ought to be. But it will emerge from a centre-right Parliament in rather different shape from the original and then it will be revised by a centre-right Commission far more sensitive than it was in 1980 to its possible impact on business investment in the Community. Finally, and most important, it must then get past the Council of Ministers where it could almost certainly languish for as long as Mrs Thatcher's government, but not just hers alone, remains in power. Vredeling's gestation period will be a long one. If ever a final piece of legislation is born, it will look rather different from the present proposal.

Choleric

Little wonder that since the proposal was first wheeled into U.S. boardrooms the reaction from across the Atlantic has become increasingly choleric. To some American chief executives the Vredeling proposal is simply a socialistic bid to force co-determination on multinational companies. In more measured terms, the National

BOARDROOM BALLADS

CAVEAT EMPTOR

The man with foreign sounding name Was on my line again today! For quite a time it's been the same, But how I wish he'd go away! When first he called from Biarritz I felt a trifle flattered, And breakfast meetings at the Ritz Made me feel I mattered. But that was quite a while before I gained my board promotion; Yet still he tells me how much more I'd earn across the ocean. And judging by the dossier Possessed by this recruiter, I sometimes wonder if he may Be hooked to our computer. So on and on, with knowing winks He dissertates about me, And half-suggests my chairman thinks He'd do quite well without me. And how he'd like to meet my wife And, over dinner, urge her To taste the oriental life; And what if there's a merger? I popped into the chairman's suite To exorcise my fears, Before the fellow's indiscreet Enquiries reached his ears. And that has proved without a doubt, The proper thing to do, For now I know the gadabout Has lunched the chairman too! It seems our universal friend Is quite a head-collector; He's also sending round the bend Our managing director! So now I feel no need to hide, Or feel at all affronted, Recalling with a certain pride The day my head was hunted. At least I would if I were free Of lingering suspicion That our man of mystery, May be the opposition. My colleagues theorise he may— This mutual friend at large— Be the KGB or CIA. Of business espionage. Bertie Ramsbottom

Next week: The cult of leadership

BUSINESS PROBLEMS BY OUR LEGAL STAFF

Copyright in a title

Can you tell me how one goes about registering the name of a publication to protect the title, before the publication has appeared? I have in mind an international publication which might get going within a few months. You would normally have a copyright in the title or at least in the form of the title page (if it is not a single ordinary word) and so registration would not be necessary. You should, however, show (on publication) that copyright is claimed.

Remuneration of executor

I am executor/trustee under a will of quite a sizeable estate. The will fully authorises "remuneration." Would an equitable basis be to charge a sum equal to what I could have earned professionally had my time not been

Copyright in a title

taken up with the estate? Should I invoice the estate and do I have to pay tax on my "remuneration"? Unfortunately you do not say precisely what the will says. If, for example, it simply says that you are to receive remuneration, then an appropriate rate might be the hourly rate for a solicitor's clerk for the hours you reasonably put in. You would not be entitled to remuneration at your full professional rate; we assume that your own professional expertise does not relate to estates or trusts. Your remuneration will indeed be taxable, as you may have deduced from the answer published in our Finance and the Family Column on January 16 under "An executor's remuneration." You may well think it worth while to seek local legal guidance, in view of the size of the estate.

Remuneration of executor

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

Face value

This approach to what in some countries and in some companies is a genuine problem nevertheless implies a Machiavellian view of multinationals which needs explaining and defending. It seems to suggest that few corporate decisions by these companies can necessarily be taken at face value. As a result, they must be forced to lay all their cards face up on the table if their game is to be understood and countered by employees' representatives. Vredeling's approach to consultation is as indelicate as it is to informational disclosure. Its aim is to enable employees of multinationals to influence decisions which substantially affect their interests. Commission documents and Ivor Richard's speeches suggest that the main specific objective is greater consultation on closure decisions. The 40-day advance consultation rule which would cover closure and many other decisions could greatly alter the balance of power in EEC industrial relations by enhancing workers' opportunities to organise against management strategies. This proposal is not

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Union Bank of Switzerland advertisement for 4 1/2% US\$ Convertible Bonds due 15th May, 1987 of Union Bank of Switzerland (Luxembourg), Luxembourg. Includes details on Bonus Issue of Participation Certificates and conversion price.

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Wednesday March 24 1982

Law and order agitation

MR WILLIAM WHITEHEAD, the Home Secretary, seems to have had considerable success in defusing the law and order agitation...

The agitation has been aggravated by the demagoguery of certain elements in the media. But matters have not been helped by Scotland Yard's selective emphasis on certain rather small categories of last year's crime statistics...

Inflammatory
There is nothing inherently wrong in trying to establish ethnic correlations for certain types of crime...

Authority
He should also reaffirm his commitment to Lord Scarman's recommendation that there should be more consultation between the police and their local communities...

Opec moves to curb output

THE TEMPTATION to cheer too loudly at the decline in world oil prices and the parallel disarray within the Organisation of Petroleum Exporting Countries should probably be resisted...

Stability
There are other, secondary reasons why the West should be wary of any major erosion of Saudi surplus revenues. Saudi money is regularly used to postpone or alleviate crises in the Arab world...

Called back
I have written before about the Treasury's Rent-a-Mandarin service. It has placed more than a dozen people in strategic industries during the last couple of years...

WEST GERMANY
A scandal shakes the unions

By Stewart Fleming and Kevin Done in Frankfurt

WHO'S WHO IN THE AFFAIR

Heinz Oskar Vetter (64), chairman of the West German Trades Union Federation since 1969, is due to retire in May. A mechanical engineering apprentice and then a coal miner...



How the Neue Heimat scandal broke.

sheltered housing developments in Berlin. Such investments are perfectly legal. But their connection with Neue Heimat, the traditional trade unionist...

Only a few weeks before Herr Pfeiffer had emerged as the clear front-runner to succeed Herr Vetter as the new chairman of the DGB...

The first criticism that has been levelled against the supervisory board is that it was not doing its supervisory job well enough, especially since Neue Heimat has sometimes been publicly criticised for inefficiency and unsatisfactory treatment of its tenants...

side the nest, and the wisdom of Whitehall rubs off upon the lucky recipients of the young talent. But now it seems that the Treasury is too short of strong young birds to let them fly freely for long...

Men & Matters

Italian job

After his six-year stint as chairman of the Conservative Party—'really hard work, that'—former Tory Chancellor Lord Thorneycroft has turned with renewed zest to his business career...

After course

The closure of the naval dockyards could also prove to be the salvation of the towns that have been host to them ever since Sam Peppy took charge of the Royal Navy...

Called back

I have written before about the Treasury's Rent-a-Mandarin service. It has placed more than a dozen people in strategic industries during the last couple of years...

have weakened their finances. Since 1979 the unions have had to pump over DM 700m of new equity capital into their business interests. The erosion of their financial resources makes it harder for unions such as IG Metall to contemplate a strike action...

These problems are the background against which union officials and executives in some of the union-owned companies will be making practical decisions about the future policies of some of these enterprises...

The bank disclosed that its union owners had had to inject another DM 110m of equity capital, too, bringing to DM 485m the funds which the unions have had to pump into BFG since 1979...

Earlier this year, however, it emerged that alongside Westdeutsche Landesbank BFG seems to have become the worst casualty of the profits collapse in the German banking industry last year...

Top billing

April fools' day is not an auspicious date on which to hold the second reading of the Lloyd's Bill in the Lords. Already it is difficult to open the door of the private Bills office there because of the volume of petitions for changes to the Bill...

Know-how

A reader tells me that when the TV set in his Kensington hotel room stopped working, he dutifully obeyed the instructions on a notice by the control panel: 'Do not attempt to rectify faults. Please ring for TV technician.'

Top billing

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heavy East Bloc lending commitments. Dr Hesselbach has not escaped unscathed from the aftermath of the Neue Heimat affair...

Critics of the trade unions, and of their business interests, have been presented with more than enough ammunition by the profits collapse at BFG and the profits problems of Neue Heimat...

Even union officials concede that the poor performance of the union-owned companies and the far from impressive performance of the union-dominated supervisory boards within these companies...

On the contrary, it is argued that the way that the unions themselves have packed the supervisory boards of BFG and Neue Heimat with union officials makes a mockery of official labour policy...

Alongside the particular issues raised by the union's business interests are broader political considerations stemming from the Neue Heimat affair and its aftermath...

Both union officials and the heads of Germany's big companies live in horror of the possibility of the German labour movement falling prey to what many of them see as a major weakness of British trade unions...

For this reason how they decide to handle the fallout from the Neue Heimat affair presents the unions with a decision of the utmost long-term importance...

The charismatic Dr Hoffman was a protégé of Dr Walter Hesselbach, chairman of the bank between 1961 and 1977 when BFG was building up its...

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مركز من الأعمال

GOTHENBURG and Western Sweden

The region, the country's biggest engineering and transport centre, has been harder hit by recession than the rest of Sweden but is fighting back. Concerted action by local authorities and businessmen has resulted in new technical skills being developed and new companies formed. Survey by William Dullforce.

Struggle to hold on to jobs

By William Dullforce
Nordic Correspondent

WEST SWEDEN is a region containing the country's second city, Gothenburg, and stretching from the Norwegian border in the north to the port of Halmstad to the south. It is the home of just under a quarter of the Swedish people. The region's industrial tradition is somewhat different from that of the rest of Sweden in that it was based originally more on engineering skills and inventiveness than on the exploitation of local raw materials such as iron ore and timber. Its business and trade were much influenced by links with Britain and it developed an industry and workforce very similar to those of British and other West European industrial centres. As a result the region has been harder hit than the rest of Sweden—with the exception of the steelmaking and iron mining areas—by the depres-

sion of the 1970s and the growing competition from Japan and the newly-industrialised countries. The central government has had to pour money into the shipyards to maintain jobs and avert the threat of large-scale unemployment. But the region is fighting back. Concerted action by industrialists and local politicians has brought about a recovery, though a fragile one. It is not too much to say that Sweden's contemporary industrial drama is being enacted here in Gothenburg and West Sweden. It is the country's biggest engineering centre, the home among others of Volvo, by far the largest single enterprise in the Nordic area. Some 37 per cent by value of the industrial goods manufactured in the Greater Gothenburg area is exported. The city has the biggest port in the North. It takes more than a quarter of Sweden's own trade and is an important transport centre for other Nordic countries, handling goods for Denmark, Finland and Norway. In the 1970s two of the three big shipyards in Gothenburg closed down. Car production, which is crucial to employment in the region, vacillated. Shipowners were in severe financial straits and inland the textile and clothing mills struggled and wasted. Unemployment in the region reached a new peak in January but the remaining big shipyard in Gothenburg, now building offshore platforms instead of

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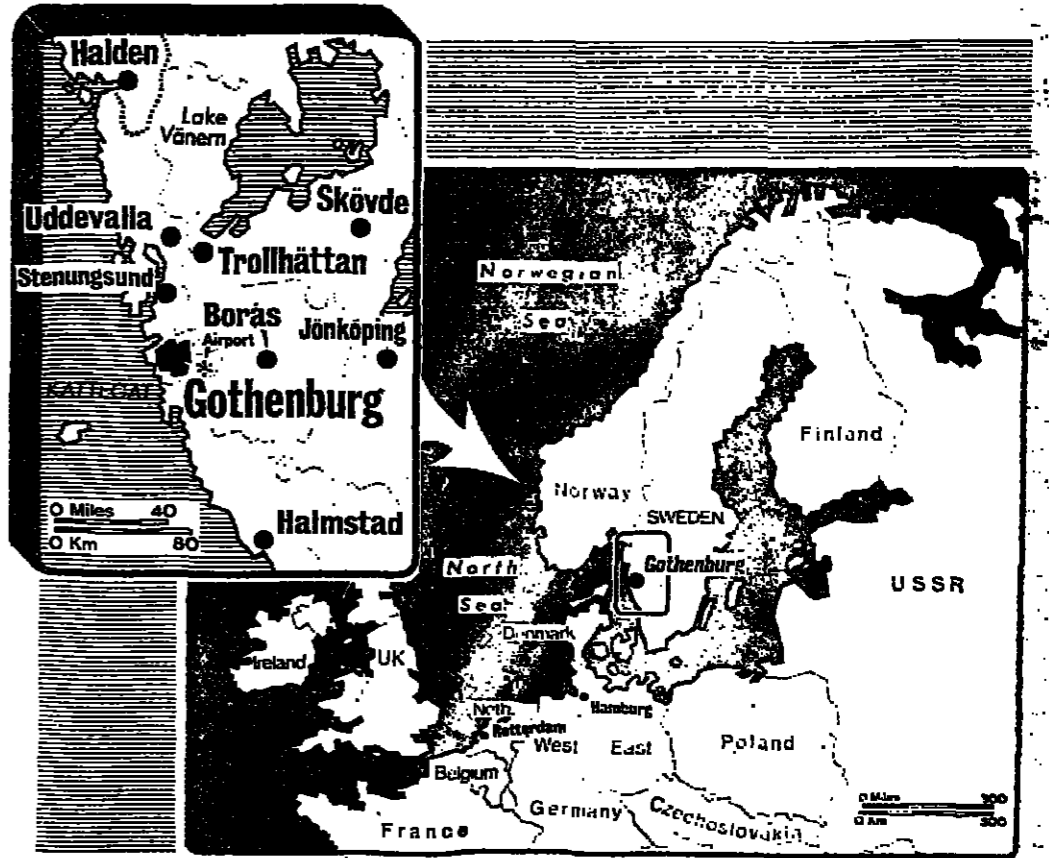
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ships, has a much fatter order book and could be back in profit this year. Volvo surprised the world car markets last year by selling more cars and capturing larger shares of declining markets. So did Saab, which also produces cars in the region. Earnings at SKF, the roller bearing multinational with headquarters in Gothenburg, were pinched by losses on its steel business in 1981. But after taking some years to re-organise its production it is now success-

fully defending the commanding heights of the bearings business against the Japanese. ESAB, the welding equipment manufacturer which is the fourth-largest industrial employer in the area, appeared three years ago to be doomed by the collapse of its main customers, the West European shipyards. Last year it went on the attack, starting to buy up foreign companies and to take bigger market shares. The turnaround in the established concerns represents a consolidation, in some cases as in the shipyards at a lower level of output and employment. It has been achieved partly by introducing production methods adjusted to the realities of Swedish labour costs and by hard work on improving products. Local authorities and businessmen in the small townships of the region as well as in Gothenburg are working together to exploit latent technical and management skills and new companies are being formed. The number of electronic concerns has doubled in the past three years. Among the most interesting new developments are efforts to harness the resources of the Chalmers Technical University in Gothenburg to industry. Another is based on the idea of exporting the city's knowledge of transport and materials handling. A group of companies manufacturing handling equipment both for factory production, warehouses and transport channels has been formed.

Nobody is boasting that all the problems have been solved. The projections up to 1985 of the local labour offices do not promise any big decrease in unemployment. The threat to the textile companies has not been removed. So much depends on external factors, such as business developments in Western Europe and the U.S., or the result of the general election in September, which could replace the present anti-socialist coalition with a Social Democrat administration. Expectations in the region are lower than they were at the beginning of the 1970s. But among West Swedish industrialists and businessmen the mood is swinging back towards optimism. In explaining this shift of mood local patriots stress the difference of West Sweden. The region, along with the rest of the country, has experienced strong growth in the public sector in the 1970s, but the overall trend has not been quite so sharp. And bureaucracy is said to be less pervasive in Gothenburg than elsewhere in the country. A theory more tentatively offered is that greater political realism is to be found in West Sweden than in the capital. It is true that at national congresses last year trade union representatives from the Gothenburg area spoke in favour of policies that would promote industry and create jobs against the more ideologically motivated contributions of other delegates.

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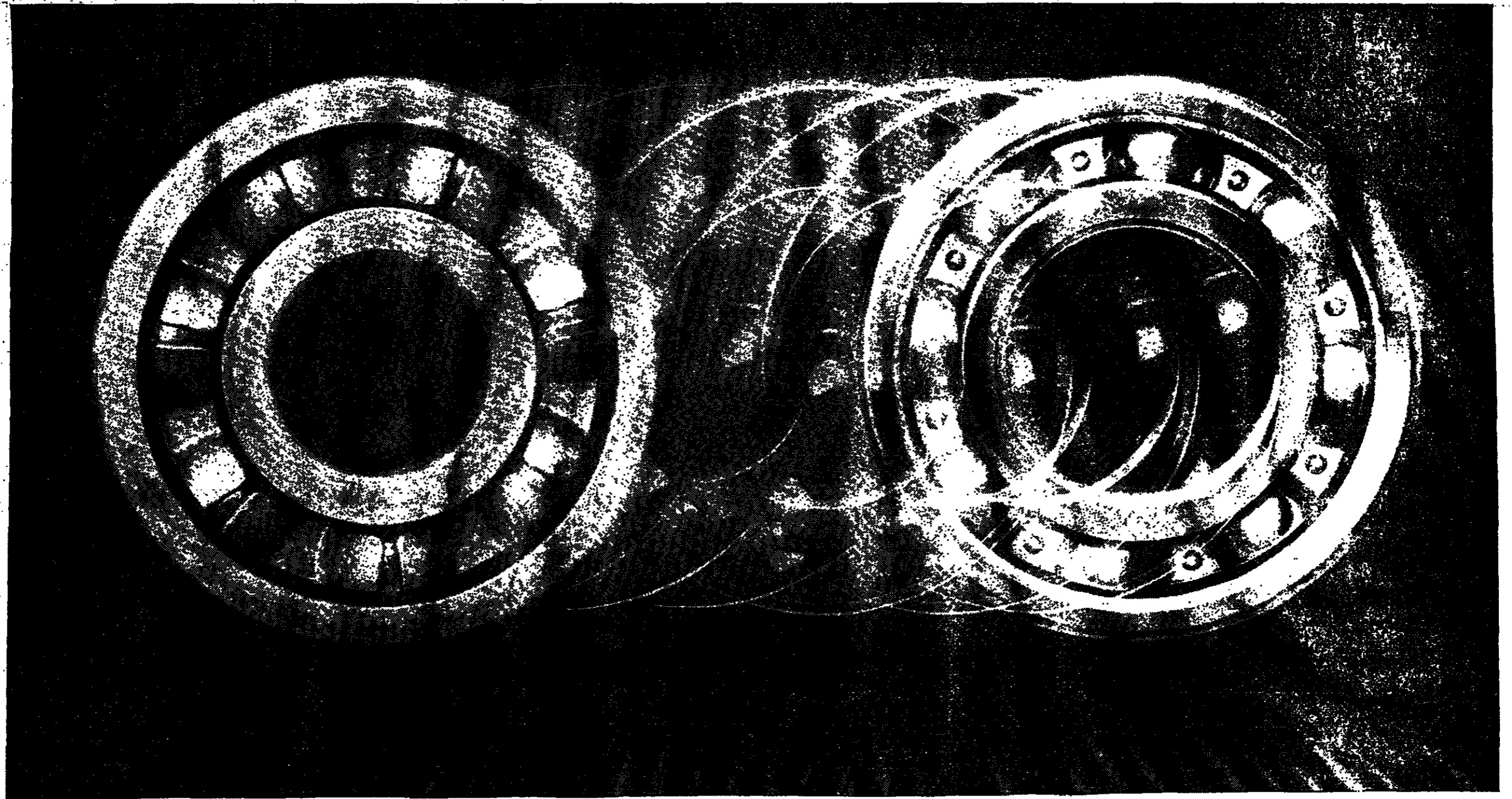


Trade links which brought the British

GOTHENBURG (Göteborg in Swedish) is the only Swedish city with an English name, one which the Gothenburgers themselves prefer to use when speaking or writing English. The term "Little London" was first applied to the city in a local newspaper by the Swedish writer and dramatist August Blanche, in 1832. His satirical column, teasing local citizens for aping the ways of the British, originated the joke—still related to visitors—that when it rains in London the Gothenburgers put up their umbrellas. But it was more for the trade connection than the rain they shared that the appellation "Little London" stuck. However, it is the Scots

who can fairly claim to have exercised the major British influence on West Sweden. They started to settle there in the 18th century and several West Coast Swedish families still bear Scottish names. A Campbell, rejected by the snobbish East India Company of London, got his own back by setting up a business under the same name in Gothenburg. A sugar refiner called Carnegie established the first brewery. Another Scots family, the Dicksons, was the first to start exporting Swedish timber in a big way. At Uddevalla to the north of Gothenburg, a private restaurant now occupies the family home of the Thor-

burns. The walls are still lined with books, some of them boys' adventure stories in English from the late 19th century. The Thorburns were among the Scottish descendants who in the second half of the 19th century organised the oats trade with Britain, exporting not to their former homeland but to the English for feeding their horses. Scots helped to turn Gothenburg into an industrial and shipping centre in the latter part of the 19th century. The engineering works founded by Alexander Keiller and William Gibson later became the Götaverken shipyard, now the only survivor among the city's big yards.



The tale of a rolling revolution.

Legend has it that in the days of the industrial revolution the only way of getting spinning machinery out of Scotland to western Sweden was to smuggle it out with the whisky. If true, this illicit trading was a stroke of luck for us all. It kept a Gothenburg textile industry alive and flourishing until powered machinery came of age and showed up the shortcomings of engineering and rudimentary bearings.

This in turn frustrated a young textile engineer into devising a bearing that would keep spinning frames working most of the time instead of only part of the time. And as machine shafts never seemed to be in line with bearing housings, he also invented a bearing that would line itself up with the shafts. Which is how he started SKF. Since then we've invented or developed virtually every kind of rolling bearing and a few other kinds as well.

We established the modern theory of bearing life that later became international standard. Like much of our basic work. We processed bearing steel to a degree of purity that is still not surpassed. And developed grinding machines of a precision never seen on the open market. We cut machining time of standard bearings from ten minutes, sixty years ago, to 75 seconds today. And improved bearing life until all but one or maybe two in a thousand could outlive the machines they were in.

Bragging? No, fact. As a result we supply some 20 per cent of the world market. With miniatures weighing three hundredths of a gramme to bearings 500 million times heavier. In applications from spinning spindles to NASA's space shuttle. All of which is a long way from the revolution in rolling bearing technology we started 75 years ago. And even longer from illicit trading with the Scots. We ease the friction of mechanical movement.



GOTHENBURG—WESTERN SWEDEN II

Trading houses open new markets

"WE MAKE NOTHING, we sell everything," is how managing director Anders Hedberg describes the activities of his company, Elof Hansson.

Mr Arne Ahlström, managing director of Ekman, the other big Gothenburg house, makes a similar point when he stresses that investment in "creative people" is the essence.

There is a particularly large accumulation of traders in Gothenburg. It is the home of two of the country's biggest houses, while other Swedish companies find it necessary to operate there in strength.

Ekman dates back to 1802 and traded initially in herring. The West Coast herring disappeared in 1803 but Ekman struck lucky when Napoleon tried to ruin Britain by closing Europe's harbours to its trade.

Effective

The Gothenburg trading houses' tradition is to work globally rather than to specialise in markets. They are particularly effective in areas beyond Sweden's heavy markets in Western Europe, as well as established in the Far East and Latin America.

Since 1965 Ekman has been owned by the Safevan investment company. It remains primarily a trading house with more than 80 per cent of its staff outside Sweden but it has developed a small industrial operation.

A large part of their business volume is in pulp, paper and other forest products and their traditional role has been to cover the more distant, less concentrated markets where it does not pay the mills to establish their own organisations.

For most of the 19th century Ekman's main business was in iron, with England initially as the main market but eventually the company sold iron to a number of countries. When pulp-making became a major Swedish industry early this century pulp quickly became Ekman's biggest commodity.

On the whole, too, the Gothenburg traders stick to their last. Unlike others who started as merchants they have not bought plantations, established production units abroad or run their own shipping lines.

Elof Hansson is still a family concern and does not disclose its earnings but Mr Hedberg remarked that he was "a net lender to the banking system" and the company is understood to make good profits. Its turn-

over last year was about SKr 3.5bn.

The company was founded in 1897 by Elof Hansson, a farmer's son working as a clerk in a sugar company office in Hamburg.

Only about a fifth of turnover comes from imports and the 75-80 per cent of Elof Hansson's sales outside Sweden includes a growing proportion of trade between two foreign countries.

In the early 1970s several Swedish pulp and paper companies tried to organise their own worldwide sales. They now appear to have changed their minds.

Pulp and other forest products still contribute half its business. The rest "covers the lot" in Mr Hedberg's phrase, embracing imports of medical gauze from China, textiles, venetian blind materials (for Britain) and consumer goods and exports of heavy pulp and paper making machines.

berg explains—and it turns out cheaper for the producers. Elof Hansson has a particularly good reputation in China. It recently organised a 10-day pulp and paper symposium at Guangzhou, Canton, for about 100 Chinese specialists. It also does considerable business in Eastern Europe and tries to cover every conceivable market in the world.

Recently, it has been trying to develop sales of "commercial packages" which can be either complete production lines or the organisation from design to installation of interiors for hotels, restaurants, offices and banks. It has delivered such packages to girls' schools in Saudi Arabia and a Kuwaiti hotel.

Profile: Ake Norling, Governor of Gothenburg and Bohus

Knowing how to compete



Ake Norling, outspoken about crisis

the offshore business by ordering a larger one from them. Industrial operations in Gothenburg were too tightly integrated with the automobile plants and the shipyards in the past.

The city authorities had put a lot of work and money into helping companies find new ideas and in backing new products but this had not affected the employment situation, greatly. The answer, Mr Norling suggested, was to stimulate small industry and to bring new types of production into the area.

The Governor had no doubt of Gothenburg's future as a transport centre. The port had developed sophisticated freight-handling methods, trouble with the unions was being overcome and communications by road and rail from the port were good.

Mr Norling is also chairman of the local Tourist Board. He deplored the lack of visitors from Britain. German and Dutch visitors had discovered the pleasures of the island belt, so why did not more British think of renting a small cottage along the coast?

"WE CANNOT compete with Ireland and Southern Europe in making simple things in big quantities but we have the right technical background for product development and can offer a good market for advanced technical equipment. We have excellent transport facilities and trading houses which can help exporters to reach markets more easily than from anywhere else in the Nordic area."

That is how Mr Ake Norling, Governor of Gothenburg and Bohus County, describes the advantages of doing business in West Sweden.

He is outspoken about Gothenburg's economic crisis. Industrial expansion really stopped in the mid-1980s, he says, although it was not observed then. Wage costs grew faster in the city than in other parts of Sweden and he remarks bitterly, companies were induced to move out of the area by the government's regional development policy.

Now, however, Gothenburg is seeing a revival of the spirit of enterprise. The Governor believes. He cites a recent visit to an offshore trade fair in Singapore, where 16 Swedish companies exhibited, 10 of them from Gothenburg.

He quotes with admiration the initiative of two shipping men. Mr Sten Olsson, owner of

the Stena shipping line, ordered four offshore supply ships at cheap prices from the troubled Oresund Yard in South Sweden and is now doing good business with them in foreign waters.

Mr Christer Ericsson, a ship's officer who came ashore and founded the Consafe company, saw before anyone else the opportunities for offshore accommodation platforms. He ordered his first from a city repair yard and then gave the Göteborgers its "kick off" into

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Sweden's unknown inventor

Swedes have long been internationally recognized for their inventiveness, particularly at the beginning of this century. Immediately comes to mind the ball-bearing by Sven Wingquist of SKF and the automatic lighthouse by Gustaf Dahlén of AGA.

Oscar Kjellberg's initials OK are used as the brand name of the ESAB Group's handwelding electrodes sold worldwide. ESAB are equally known as suppliers of welding machines which cover from the smallest transformers through robot welding equipment to welding plants and turnkey electrode factories.



ESAB AB Group Headquarters Box 8004 S-402 77 Göteborg Sweden



Struggle to hold jobs

CONTINUED FROM PREVIOUS PAGE

Gothenburg, too, is said to have retained more blue-collar attitudes within its labour force in contrast to the white-collar growth in other Swedish population centres.

The preservation of blue-collar traditions may derive from the prominence of the engineering factories and the large number of Finnish and Yugoslav workers within the area.

Currently there is a slight non-socialist majority. Although conforming again to the national pattern, the Moderates (Conservatives) are now the biggest on the non-socialist side and there is a strong Liberal tradition in Gothenburg.

Greater Gothenburg has a growing population approaching 700,000. Depending on which definition you choose, West Sweden as a whole contains between 1.4m and 1.9m people or between 17 and 23 per cent of Sweden's total population.

Difference Usually West Sweden is taken to include the whole or parts of five counties. Inland it extends to the borders of Lakes Vänern and Vättern, incorporating forests to the north, farming to the east and the textile and engineering town of Borås.

Geographically and historically the region exhibits one significant difference from the rest of Sweden: it faces the North Sea. Its trade, history and horizons have been to the West while other Swedes have tended to focus on the continent and the East.

It was the Dutch, however, who were there at the founding of the city. In the 1620s they helped build a harbour at a point where the Gota River flows into the Kattegat (the arm of the sea between Sweden and Denmark facing the North Sea with the Baltic). They were given trading rights in return for financing the building of the new port.

From the 18th century onwards, however, the major foreign influence came from the British, above all from the Scots, who settled on the West coast, many of them as merchants.

The west coast links with Britain were consolidated during the Napoleonic Wars at the beginning of the 19th century when, for a time, Gothenburg offered the only gap in the French blockade against British trade with the continent.

Nowadays the British connection is less prominent. The last of the Swedish Lloyd ships, which operated the passenger line between Tilbury and Gothenburg for well over a century and whose arrivals in the inner harbour punctuated city life, docked in 1977.

Mr Ake Norling, the governor of Gothenburg and Bohus County, asks regretfully why there are not more British visitors.

Perhaps there will be, if the city's engineers and shipowners are successful in their drive to break into the offshore business. But Mr Norling was thinking of the tourist trade; more Germans and Dutch than British now savour the pleasure that a holiday in West Sweden can offer.

With a population density in the area of only 19 to the square kilometre, there is plenty of space. The archipelago of islands down the coast is ideal for sailors and fishermen. Golfers can find 15 well-kept courses around Gothenburg.

The real reason that the British connection is decreasing in importance is that West Sweden has to look further afield to preserve its dynamism as an industrial and transport centre. Britain is still a major

market for Volvo cars and trucks but the company now sells more cars in the U.S. and it has just bought itself a share of the U.S. truck market. West Sweden has to find new markets for its industrial products and Gothenburg has to defend its standing as the principal port for the Nordic area.

Even within the region Uddevalla to the north and Halmstad to the south are chipping away at the primacy of Gothenburg port while still further south, Helsingborg, is building more harbour facilities. Greater Gothenburg is being spurred by the need to reap a pay-off on the heavy investment in its new Skandia harbour and the airport at Landvetter.

Ventures

Industrially, the region needs new ventures and enterprises. A few large companies provide 45 per cent of the industrial jobs in the Greater Gothenburg area.

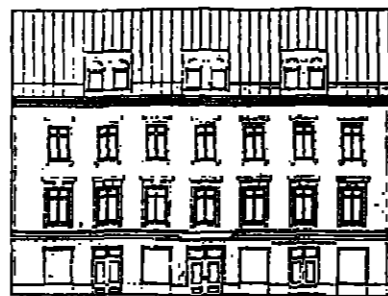
More money is going into the petrochemical centre at Stenungsund. Of the three refineries on the coast, one, the Staravärd refinery at Lysekil, has already decided to invest in a new cracker to boost output of the more valuable light fractions.

British Petroleum is considering a similar investment in its refinery. The refinery investments will give work to construction companies for a time but they represent adjustments to market demand rather than expansions.

It is always difficult to spot young companies with the right products and growth potential. What can be said is that both in and outside Gothenburg the climate has turned into a more favourable one for business enterprise. That is no mean achievement, when one remembers the cloud hanging over West Sweden only four years ago.

Now in Western Sweden

Sundsvallsbanken was established in 1864 in response to the financial needs of the rapidly expanding industry of Northern Sweden. Sundsvallsbanken is a corporate oriented bank with a strong foothold in Northern Sweden and Stockholm. Recently we opened a new office in Gothenburg, which will strengthen our position in the growing



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market on the Swedish West coast. All together we cover some 2/3's of the Swedish map by our full service branch network. Thus, Sundsvallsbanken's International Division is the natural link between an important part of Swedish business life and international finance.

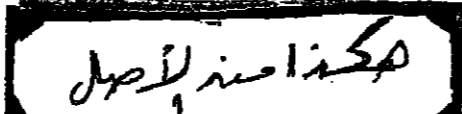
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GOTHENBURG—WESTERN SWEDEN III

Industry turning the corner despite rise in jobless

WEST SWEDEN has been one of the country's most vigorous and productive industrial regions. A declining textile and clothing industry, centred on the town of Borås, constitutes a major problem.

The biggest petrochemical complex in the North is situated in West Sweden and has been an industrial growth point. Opinions vary about its future.

The region contains no "silicon valley" but Ericsson, the telecommunications group, has a factory there and Saab-Scania is developing its space and marine electronic operations in the Gothenburg area.

Both production and employment lean heavily on a few big companies, making what Mr Lennart Jönsson, managing director of SKF, the roller bearings group, calls "classical" or "mature" products facing intensive competition on international markets.

The region contains a considerable forest products industry, although its importance is smaller than in some other regions. A declining textile and clothing industry, centred on the town of Borås, constitutes a major problem.

The pressure is on to create more jobs in private service companies and in industry. But with such a high proportion of its output going to export, West Sweden is strongly exposed to fluctuations in other countries' economies and to competition from newly-industrialised countries.

He has a staff of 17 working in three units, one of which handles industrial sites and premises. Another works with "local decision makers" to analyse possibilities and stimulate new business.

The banks have undertaken to examine their corporate customers and to carry out a preliminary diagnosis of potential exports. An export programme is then worked out, bringing in the resources of the organisations backing the project and, if need be, calling on the big companies and consultants for help.

Offshore orders generating confidence for shipbuilders

SHIPBUILDING WAS the epicentre of the economic shock that West Sweden sustained in the mid-1970s. The yards, geared to building massive tankers and handling enormous quantities of steel, slumped to a halt when the market for tankers collapsed following the 1973 oil price increases.

Swedyard's managing director, Mr Erlend Wessberg, says that the Arendal yard now has "a very sound platform" but is still not running to its full mechanical handling capacity.

The timing was right again because the design work was carried out just after the accident to the Alexander Keilland rig on the Norwegian Continental Shelf.

The yard was lucky in that, when it moved into offshore in 1978, it caught the oil rig market on the rise. It took orders for jack-up rigs from Salem Energy of Sweden and from Mexico, then built "pacesetter" semi-submersibles under licence.

Swedyard, which co-operates with the Danish engineering company, Haldor Topsoe, has designs ready for both ammonia and methanol plants, which would be built in Sweden on barges and towed to the site either for beaching or to serve as floating offshore production units.

It is unfair, however, for the excitement roused by the switch to offshore work to overshadow the tenacious success of the shipyard at Uddevalla, 100 km north of Gothenburg.

The new hull forms on its 81,000 dwt Aframax tankers 55,000 dwt OBO carriers and other innovations providing fuel economies have attracted shipowners even during a time of depressed markets for tankers and carriers.

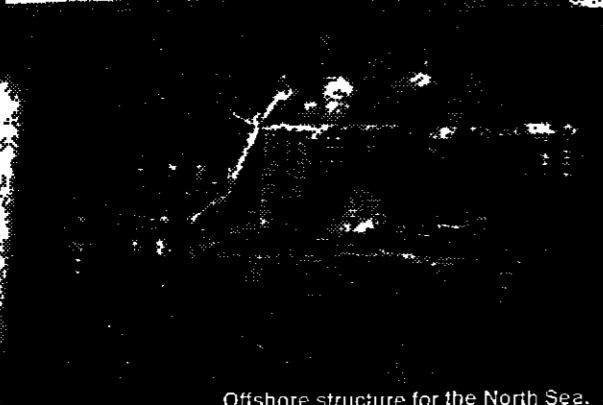
Then, as Mr Mattsson tells the tale: "When others stopped building ships in the 1970s, we started." With about 1,000 employees and no sub-contracting orders Mattsson started to build fishing boats for Icelanders, coasters for Norwegians, barges and special dredgers.

Gothenburg and Western Sweden has been a Skanska stronghold for many years. And our design and construction activities in this region comprise every kind of housebuilding, road construction and civil-engineering project.

Landvetter International Airport, Euroway 6 and the Tjorn bridge are other examples of recent Skanska engagements in the Gothenburg region.



Hotel Rubinen, Gothenburg



Offshore structure for the North Sea



Product pier at Scanraff, Stenungsund

SKANSKA HOME GROUND



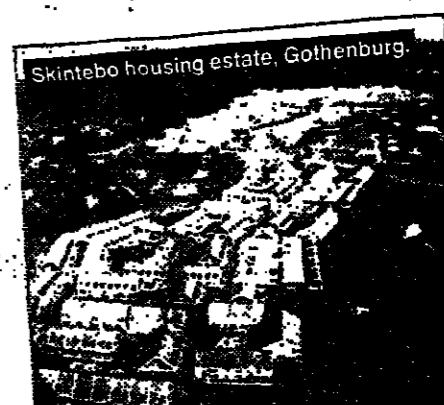
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The Tjorn bridge, Gothenburg



Skintebo housing estate, Gothenburg



Landvetter International Airport, Gothenburg



Euroway 6, north of Gothenburg

jobs

مركز الأخبار

Petrochemical groups invest despite losses

SWEDEN'S PETROCHEMICAL complex lies at Stenungsund just north of Gothenburg, where it has the advantage of a deep-water harbour and a central position for transport within the Nordic area.

It has been built up over the past two decades, comprises five companies and has been one of the most important industrial growth points in West Sweden. Last year, alas, all five companies at Stenungsund ran at a loss and the outlook for further growth is a much-debated issue.

Stenungsund's setback in 1981 reflects the general depression on the European petrochemicals market, and the Swedish companies' prospects will be influenced by the same parameters of over-capacity, slower market growth and competition from new Middle East producers as affect other European petrochemical manufacturers.

However, some advantages can be postulated for Stenungsund. Its central location for the Nordic market remains an asset. About 60 per cent of its products are now being exported and as an export centre it shares the logistic advantages of Gothenburg port.

It has a fairly modern infrastructure where the basic investment has been made and which allows for expansion. It can perhaps exploit its proximity to North Sea feedstocks.

Two of the companies are showing faith by going ahead with fairly large investments. They are:

Esso Chemicals, whose cracker with a capacity of some 335,000 tonnes of ethylene a year is the heart of the complex. It has started a programme of technological development at a reported cost of SKr 250m (\$42m) which managing director Urban Jacobsson says could go even higher.

The two stages already decided entail computerising the cracker and adapting it to use propane as feedstock as well as naphtha. They should give considerable energy saving effects.

"The programme is intended to bring us in line with the best cracker anywhere" and to give it a cost structure comparable with that of its nearest competitors in Western Europe, Mr Jacobsson says.

For the time being it is wiser to spend on cost saving, he points out, but the feedstock flexibility being built into the cracker will not limit chances

of expanding later. His view is that the Stenungsund complex has suffered a severe shake-up but there is light at the end of the tunnel, if the opportunities can be seized.

Unifos is the other company with a continuing investment programme. It is putting SKr 340m into a new plant to make 150,000 tonnes a year of low-density polyethylene. It will be the first in Europe to use the Unifol process developed by Unifol Carbide which owns Unifos jointly with Sweden's KemalNobel.

Mr Olle Blomqvist, the managing director, is convinced that Unifos is "buying into something new, making the same products but with new properties which will give us a competitive edge." But simply, it will be able to make goods such as plastic bags and ballet wraps in thinner material but with the same strength and



Though not intensely industrialised by European standards, Sweden occasionally has to cope with the same problems, such as this oil spill off the Baltic coast

performance as the older type.

Unifos is a key unit in the Stenungsund complex, taking a large part of the ethylene from the cracker. Last year's loss was the first since its start and it has been a highly profitable operation over the past 10 years.

KemalNobel, part of the Kemal Nobel group, makes PVC at Stungsund and has been badly hit by the slump in building operations within Sweden. It has been cutting back PVC output although the major cuts appear to have been made at another plant.

Of the two state-owned companies in Stenungsund, Boreox produces butyraldehyde, octanol and plasticisers. It has very modern equipment which came into full operation only two years ago but it carries a heavy capital burden from its SKr750m investment. The company is up for sale.

Berol Kemt makes organic chemicals and has been steadily moving away from standard products into specialties such as additives for the pulp, paint, cement and plaster branch. It has been thoroughly reorganised over the last four years, has trimmed staff and has been trying to break into foreign markets.

Expansion in pharmaceuticals industry

WEST SWEDEN makes an important contribution to the country's fast expanding pharmaceutical industry through Hässele, a subsidiary of Astra, Hässele's biggest pharmaceutical group. It has been one of the most expansive companies in the region, raising its sales from SKr 100m in 1972 to well

over SKr 1bn today.

Hässele developed through co-operation with young researchers in the medical faculty of Gothenburg University in the 1950s. It is now one of the world's leading companies in the field of heart medicines with laboratories at Mölndal, just outside Gothen-

burg.

Its first success came with Apin a so-called beta-blocking drug which blocks certain nerve endings in the heart and shields it from overstrain. In the mid-1970s Hässele produced another beta-blocking drug, Seloken, which has become one of Astra's most important exports.

Hub of business ideas

THE Product Development Centre at Chalmers Technical University in Gothenburg, has been run by Mr Bert Almquist for four years. He describes it as a "trial balloon" but it has already become a very active catalyst in the life of West Sweden's small companies.

Its purpose is to promote new business ideas by harnessing the research and development resources of Chalmers and those existing in small concerns. The centre offers, in Mr Almquist's words, "entrepreneurial capacity in identifying opportunities and co-ordinating projects."

His staff of 10 have each between 10 and 35 years' experience of product development, design or marketing in industry. They have a wide network of contacts among professional inventors, researchers, marketing experts, workshops able to build prototypes, and bankers who can be called on for temporary assignments.

Among products developed at the Centre now being made commercially are a new type of ventilator which can be used for small boat cabins, caravans and trucks, cabins. A furnace using waste wood to heat air for drying wheat is being manufactured at a rate of 100 a year.

After four years' experience Mr Almquist underlines the importance of using marketing men to identify product needs. He lists six typical cases in which his staff have been able to provide crucial analysis of a problem or project management for small companies seeking new products.

The Centre is funded by public money but operates as a commercial business, charging for its services and issuing an annual profit and loss account and balance sheet in order to win the respect of its customers. Its success, in Mr Almquist's view, must be

measured in purely commercial terms and "whether customers are willing to pay, us and increase our market."

The Centre started with SKr 3.8m (£382,000) in equity, of which half was supplied by the National Technical Development Board and half by Gothenburg and the five counties in West Sweden. Its income has risen from less than SKr 200,000 in 1978 to SKr 1.7m last year. Its annual loss has been cut from SKr 400,000 to SKr 94,000 and it expects to break even this year.

It is handling about 200 "cases" a year, most of them for very small businesses. There is still an element of public service, because about 80 per cent of its income comes from 20 per cent of its customers and, if it were strictly businesslike, it would drop the small jobs. But these are precisely the ones that regular consultants could not afford to handle.

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Textiles in sorry plight

EMPLOYMENT IN Sweden's textile and clothing factories sank from 47,000 to 33,000 in the five years to the end of 1980. That is one measure of the industry's plight. In the first nine months of last year domestic textile production dropped by 10 per cent and clothing output by 8 per cent. Imports covered 78 per cent of textile consumption and 83 per cent of clothes.

These figures are particularly relevant for West Sweden because the town of Borås and its surrounding districts is the capital of the Swedish textile industry. Half the jobs in the industry are found in and around Borås but current employment there is probably no more than a third of what it was in the industry's heyday.

The district is "not quite poverty stricken" but the psychological climate is dour and Borås can become a crisis area, if official policy towards the industry is not changed, says Mr Göran Sundblad, managing director of Almedahl, the country's biggest textile group.

Local authorities are active in looking for other kinds of industry. They offer cheap land and other financial incentives, but so far the results have been meagre.

The problem is a national one and the solution, if any, must come from Stockholm and the national authorities.

Swedish textile and clothing companies have modern machinery partly financed by the Economic Defence Board, and maintain high quality standards but, in Mr Sundblad's words: "We must have free trade but not tied to the solidarity wage policy."

Higher wages

The "solidarity policy" of equal wages for equal work, whether performed in profitable or loss-making concerns, means that Swedish textile and clothing companies pay much higher wages than, for instance, American textile firms and only slightly lower rates than those paid to Swedish car workers. "We can produce quality goods, we are good at marketing but we cannot make the price," says Mr Sundblad.

The industry would be in an even more dilapidated state, were it not for government wage subsidies to employees over the age of 50 but the "payback" received in this form makes up only a minor part of companies' payroll taxes.

Several private groups in

the industry have formed investment companies — Borås invest is one — operating share portfolios and investing in other businesses, usually by buying existing companies.

Almedahl now gets about a third of its sales from light engineering companies which are expanding faster than its textile business. With government support it maintains "minimum profitability" on its textiles.

It has a profitable weaving business making cloth for sportswear, in which it has a good export market. A few other companies in the region have a profitable, usually export-orientated line of business.

One such is Oscar Jacobson, a company in Borås making stylish business suits which are sold among other retailers by Austin Reed and Harrods in Britain. Austin Reed takes almost a quarter of its exports which last year accounted for 38 per cent of the total sales of SKr 88m (£8.4m).

Oscar Jacobson belongs to the state-owned Eiser textile and clothing group, which has its headquarters in Borås. Eiser has run at a loss for four years in a row, and is seeking more capital from the Government. At the end of last year it gave notice to 800 employees.

Uddevalla a second industrial centre

UDDEVALLA, the harbour town 100 kms north of Gothenburg, is the gateway to the Fyrstad (Four Towns) district which forms the second-largest industrial centre in West Sweden after Greater Gothenburg. Within the writ of these four local authorities live 145,000 people but they claim to have a common service area covering 250,000.

The three other towns are Trollhättan, Lysekil and Vänersborg. Trollhättan is the heavy engineering centre, with an assembly plant for Saab cars, aero-engine assembly at

Flygmotor, Volvo's subsidiary, and turbine manufacturing by Nohab. Vänersborg has light industry and shares ferro-alloy manufacturing with Trollhättan, while Lysekil, a fishing town, also houses the Scanraff refinery, Sweden's biggest.

Coastal fishing provided for a canneries at Uddevalla. The district has both farms and forest land which have been the source of small foodstuffs and furniture industries. But several of these industries are declining or standing still and, as in Gothenburg, reliance on a few big manufacturing concerns has come to be regarded

as a weakness where future employment is concerned. Fyrstad, therefore, is making a big effort to develop new business.

Half of Uddevalla's industrial force of about 6,000 work in shipbuilding, the large majority at the Uddevalla yard which forms part of Swedyard, the state company and the rest at the Mattson family-owned group. These operations are described in the article on shipbuilding.

The harbour handles about 2m tonnes of goods a year. It built a reputation for handling conventional liner freight but

has been expanding its bulk cargo facilities, handling ores for the inland ferro-alloy plants, oil products and kaolin for the paper mills. It is also building out quays capable of receiving roll-on/roll-off and lift-on/lift-off ships.

The exports passing through the harbour are smaller in quantity but of greater value. They consist mainly of paper, timber and engineering products.

Uddevalla local authority has ambitions for its harbour, whose handling charges, it claims, are about half those of Gothenburg.

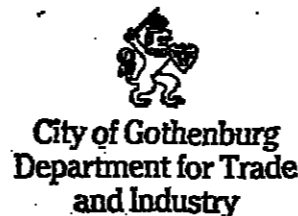
The local authority also

made a number of real estate deals with local companies to prepare the ground for new industrial and service companies. ASSI, the state-owned forest products group, has recently opened a new factory to make windows. It provides jobs for about 225 people.

Mr Alf Andersson, the head of Uddevalla's Office of Industry and Commerce, has about ten industrial sites available. The local authority owns more than 20,000 square metres of premises let to small business tenants but will have 6,000 square metres ready for hiring by the middle of this year.

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GOTHENBURG—WESTERN SWEDEN VI

The largest transport centre in the Nordic countries has about 30,000 people now working in allied industrial and trading concerns

GOTHENBURG is the largest transport centre in the Nordic countries. Its geographical situation and the fact that it has the largest port in the area are cardinal factors.

The seaborne traffic, which includes a large share of the trans-oceanic trade, is backed up by good motorway connections, direct rail freight links and ferry services. Gothenburg thus serves

eastern Norway and Denmark as well as the most densely industrialised parts of Sweden.

Just outside the city at Landvetter is the Nordic area's most modern airport, with plenty of scope for expanding both freight and passenger traffic.

About 21,000 people in Gothenburg work in transport companies. It is estimated that the figure totals

at least 30,000 if all those in industrial and trading concerns engaged in transport were included. The city authorities and business community are determined to wait temporarily and wait until prices improved in 1980.

The city authorities and business community are determined to wait temporarily and wait until prices improved in 1980.

The third major influence on shipping was the Government's attempt from 1977 onwards to save shipyards by stimulating Swedish shipowners through credit concessions and guarantees to order ships from local yards. The companies which took the chance were badly exposed when interest rates started to climb in 1980.

The collapse of the Johansson Group, which operated from the island of Tjörn in the north of Gothenburg, was at least partly due to debts incurred in this way.

This factor also helped to boost the rush into part-ownership by ship officers which had also been accepted by shipping companies getting into financial difficulties. Part-ownership has increased on the Gothenburg shipping scene in recent years with ships being owned and run on charter for companies by groups of officers who spend only five or six months a year at their regular jobs.



Shipping community adjusts to changes

GOTHENBURG can still fairly lay claim to being Sweden's shipping capital, but over the last 15 years its directly owned shipping business has dwindled along with the whole Swedish merchant marine. Instead, Gothenburg's shipping has become increasingly enmeshed with international consortia, both in container lines and in the bulk carrier business.

Change has been the order of the day both in the composition of the fleets operated by the Gothenburg companies and in their managements. The turnover in top executives has been fast as the companies adjusted to market demands and the exigencies of Government and trade union policies at home.

They have been tough years. Bröströms, for instance, one of the most prestigious of the Gothenburg companies, has not paid shareholders a dividend for five years. Its merger with Transatlantic, the other major Gothenburg company which it partners in the Atlantic con-

tainer line, has been frequently mooted but not yet consummated. Shipping engenders strong personalities and one who has increasingly dominated the Gothenburg scene in recent years is Mr Sten Olsson. Last year he succeeded in taking over his only competitor on the Danish routes and his Steua/Sessan line has a virtual monopoly of the ferry routes to Denmark and West Germany. Denmark's DFDS, however, took over the Tor Line ferries to Felixstowe and Amsterdam last year.

The Swedish merchant fleet has shrunk from a total of 12.5m deadweight tons in 1976 to 5.5m deadweight tons at the end of last year. But it remains one of the most modern fleets in the world and the international decline in the influence of Swedish shipping companies is probably less than the figures imply, since they have taken to operating more vessels on charter.

The Gothenburg shipping business really got going in the period between the turn of the century and World War I when owners bought hundreds of second-hand British steamers 12 to 14 years old. The first transoceanic liner service from Gothenburg started in 1904 and a dozen or so were operating by the outbreak of war.

Third generation At that time Sweden had just begun its industrialisation, wages were low and its shipping companies were competitive. Now the third generation of Gothenburg shipowners had had to cope with the highest manning costs in world shipping.

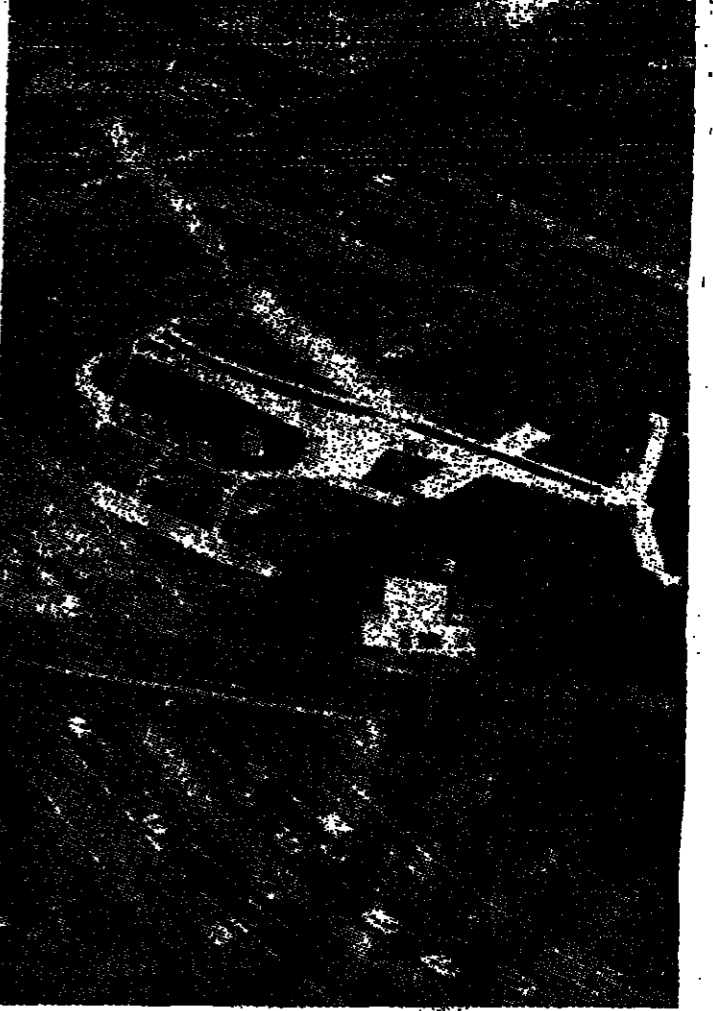
Three crucial developments in the past decade have helped to transform Gothenburg shipping. The first was the 1974 wage negotiations with the seafarers' trade unions, when under the threat of strikes the owners accepted an expensive two-year settlement just as the tanker market had started to slide. In the first year alone their crew costs went up by 34 per cent.

The second was the law preventing Swedish owners transferring their vessels to flags of convenience even temporarily. It was passed just as ships came off charter in 1973 and 1976 when the tanker market had collapsed and vessels had to be sold up. The result was that companies were forced to sell ships in the 1975-79 period at rock-bottom prices.

Some 180 Swedish ships totalling 10m deadweight tons were sold abroad in that period for about SKr 4bn (\$380m). Mr Thorsten Rinman, editor of the Swedish Shipping Gazette published in Gothenburg by the Swedish Shipowners' Associ-

ation, has estimated that owners could have obtained SKr 30m more for their ships had they been able to flag out temporarily and wait until prices improved in 1980.

The shipping community in Gothenburg has gone through and is still going through a period of severe market adjustment which puts a premium on new business ideas and initiative. Steua Line's move into the offshore advanced diving support vessels, now operating in the North Sea, off New Zealand and off Mexico, is one instance of how a bold new idea has paid off.



Above: the road system's connections to West Sweden's ports and new airport help to make the region convenient as an entrepot. Above left: A ro/ro ship in Skandia port. Gothenburg shipowners with Bergen shippers devised the concept of bulk carrier consortia

Airport waits for the higher turnover

LANDVETTER AIRPORT is frequently referred to as a white elephant or more politely as an investment in the future. It offers jaded air travellers a new experience. Where else can they hear their footsteps echoing through vast empty arrival and departure halls and check in without queueing?

Yet Landvetter, just outside Gothenburg on the road to Borås, is a magnificent piece of transport planning. Foreign airport officials turn up regularly to study and admire its planning and design, its freight handling business, its computerised customs and forwarding facilities—all in one building for swift handling.

West Sweden's new airport was planned in the early 1970s when economic growth projections were still optimistic. It cost SKr 500m (\$109m) to build and came into operation in autumn 1977—in the middle of the recession.

It was designed to handle 4m passengers and more than 100,000 tonnes of freight a year. The current volumes are 1.8m passengers and 20,000 tonnes of freight.

In deficit According to the last projections submitted to the Swedish Riksdag (parliament), which assumed that the airport could reach breakeven point in the 1987-88 budget year, it should now be handling 2m passengers and 40,000 tonnes of freight. Last year Landvetter ran at a loss around SKr 30m. Income was almost SKr 100m and operating costs about SKr 50m but depreciation and interest charges took SKr 80m.

Mr Stig Andersson, the airport manager, responds tersely when asked to comment on the situation. "We run the airport but we do not run the airlines." He wants more direct routes from Landvetter to the continent and North America.

Direct routes are a standing bone of contention between Landvetter and West Sweden business as a whole, and Scandinavian Airlines System (SAS). Above all, Mr Andersson believes operations would grow faster if passengers and freight from his airport did not have to be routed through Copenhagen's crowded Kastrup airport, which SAS operations are based on.

At present, he complains, companies find it easier to send goods by truck and ferry to the continent and SAS's freight rates are too expensive. On the passenger side, he argues that Landvetter could handle more charter traffic and; with direct flights, could attract more business from Norway (Oslo airport cannot take wide-bodied aircraft) and other parts of Sweden.

The airlines retort that Landvetter's charges are too high, a contention which Mr Andersson says is untrue when measured against the service that is given. Recently, Mr Jan Carlsson, SAS managing director, was subjected to a public grilling by West Sweden businessmen over the direct route issue. He told them he would put on more direct flights when business warranted it.

Back to Mr Andersson: where is the business for Landvetter? More than 20 per cent of Sweden's population lives within a 100-kilometre radius of the airport, an area which also contains one of the highest concentrations of industry in the country.

Far more components and spares could be flown in from Britain, for example, Mr Andersson argues, if SAS would cut its rates and put on more direct flights. The argument goes on and meanwhile a splendid airport is more than half idle. At the same time, Gothenburg's old airport, Torslanda, not far from the new Skandia harbour, is up for sale.

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of books, files, drawings etc. The firesafe cabinets are made in six different sizes and provide one or two hours of fireprotection.

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This is a firesafe cabinet named 6020 intended for firesafe storage

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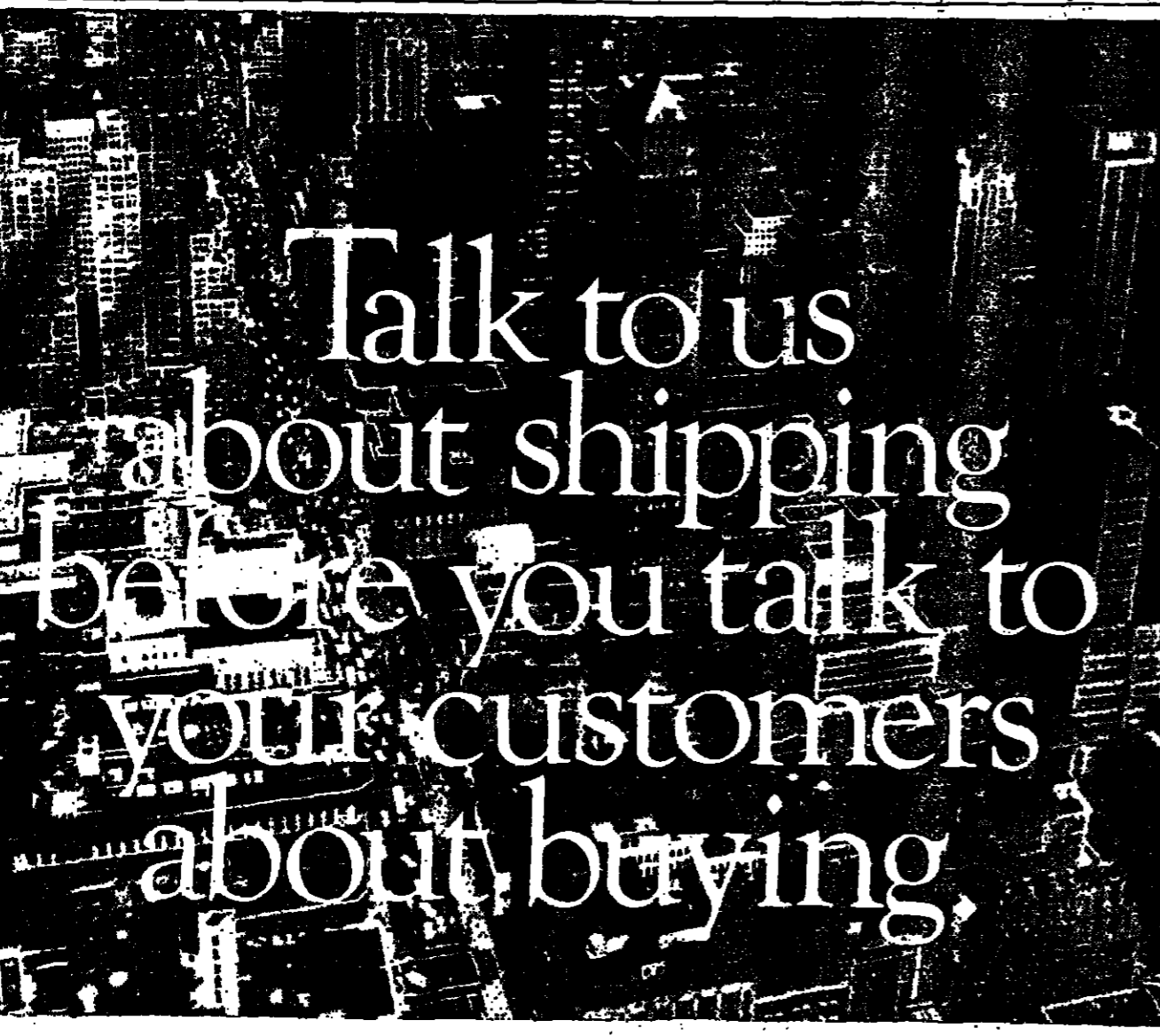
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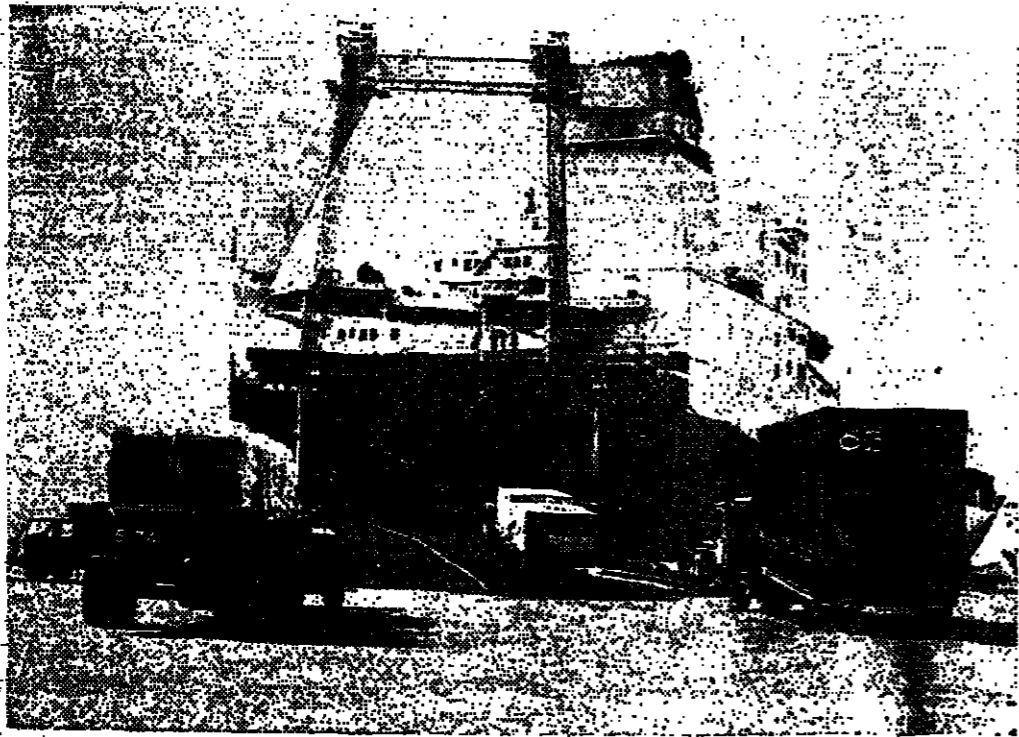


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GOTHENBURG—WESTERN SWEDEN VII



Trucks drive on to a roll-on/roll-off ship. Gothenburg's new harbour was specially built to handle such traffic

Centre for storage

MOVING AND storing materials is a Gothenburg speciality. This is not so surprising when it is remembered that the city is a centre for both large-scale manufacturing and goods transport. As a result a number of small local companies have developed specialised equipment for use in automated factories, packing and warehouses.

The City Office for Industry and Commerce has recently helped to organise 11 of these companies into a materials handling group to market their products in common. The idea is that a combined effort is needed to exploit the export potential inherent in the expertise the companies have individually built up. Mr Lembit Murro, of the Office, explains.

Some of the companies produce technologically very advanced equipment which has attracted interest from, in particular, American production managers. ADS, the Volvo subsidiary whose robot carriers were developed for the new car factory at Kalmar, now makes about half its sales abroad.

Atlet manufactures electric trucks for use in warehouses but specialises in offering tailor-made solutions to warehousing and materials handling problems. Digitron, the Swedish subsidiary of the Swiss specialists in industrial automation, was also founded on a contract to supply the internal system for Volvo's Kalmar factory.

The Office for Industry and Commerce has just published a brochure in English, "Handling Profits" with an introduction by Mr Dag Ericsson, Professor of Industrial Logistics at Chalmers Technical University, Gothenburg. It highlights the profit gains companies can achieve by making materials handling, as distinct from materials control, more effective.

The Gothenburg materials handling group is aiming first at companies in the other Nordic countries, in Britain, and the Netherlands. It is also talking to building contractors about joining forces to offer complete functioning warehouses and production plants.

Gothenburg port highly mechanised

THE PORT of Gothenburg claims to have been the first in Europe to understand the meaning of the container revolution in sea transport in the 1960s and start building a container terminal. Skandia, its new harbour, completed its 13th and last berth last year and now offers a highly-mechanised port operation with sufficient capacity for the next 19 years, according to the port director, Mr Sven Ullman.

The new harbour has cost the city about SKr 450m (\$79m) with between SKr 150m and SKr 200m going into new installations for handling roll-on roll-off vessels in the past three years alone. The inner harbour has been closed apart from the ferry terminals on the south bank and on the north bank's Lindholmen Harbour, which is still used for car exports. Conventional general cargo has been moved to the Free Harbour.

These investments and re-organisation have reinforced the port's ability to compete but have by no means ensured its continuing supremacy in the Nordic area. For one thing the port authority estimates that there is about 40 per cent over capacity at present in Swedish ports and it claims that other local authorities are subsidising their harbour operations.

Second, Gothenburg's strength is that it has retained the custom of the big transoceanic freight lines, Atlantic container Line, ScanDutch, Johnson Scanstar and many small lines have frequent and regular sailings from the port which can claim to have direct connections with practically all parts of the world. About 50 per cent of the traffic is in transit goods

from Norway and Finland. However, for this business Rotterdam and Hamburg, which deal with much larger volumes of freight, set the prices. The container lines can always keep the pressure on the pricing of Gothenburg port services by threatening to stop calling and to use feeder lines from the Continental ports for Nordic freight.

Gothenburg is thus forced to be a very effective port. It has experienced labour troubles and from time to time suggestions that its charges are too high. On pricing, the port and stevedoring company reply that though their handling rates may be higher than those charged by other west coast harbours, the overall package of services offered by Gotheburg works out cheaper.

Amalgamation

In the beginning of the 1970s about ten stevedoring companies competed in Gothenburg. With the shift of general cargo to the new Skandia harbour a painful and troubled amalgamation into a single company took place, and labour unrest helped to tarnish the port's reputation.

The situation is different now. The stevedoring force has been pared down from about 1,800 to 1,150 but the greatest expectations are based on the merging of the port and stevedoring into one operation under Mr Per Bjurström, the present head of the stevedoring company.

He plans to decentralise stevedoring in Gothenburg into autonomous units operating as profit centres, each with its own staff, machinery and administration. One would deal with

ro/ro ships, another with loading of ordinary vessels, a third with vessels which require both facilities. Mr Bjurström can also be expected to step up the international marketing of port services.

Gothenburg concentrates on oil and general cargo and is not a port for bulk freight. Last year it handled 21m tonnes of goods, of which nearly 14m tonnes were crude oil and refined products. It dealt with 35 per cent of Sweden's oil imports and 4 per cent of general cargo imports. On the export side 16 per cent of the country's general cargo trade (excluding iron ore) passed through Gothenburg and 28 per cent of the oil products from the refineries.

Hidden in these figures is the considerable transit trade for the other Nordic countries. Of the total general cargo handled amounting to 6.3m tonnes, about 1.9m tonnes was carried on the Stena/Sessan line's ferries to Denmark and West Germany.



The port at Halmstad is expanding but has been running at a loss for several years

Halmstad offers rival service

A WEST COAST port which is challenging the dominance of Gothenburg is that of Halmstad, a town of 75,000 standing at the point where West and South Sweden meet. The local community has invested about SKr 130m (\$23.7m) in its harbour over the last 10 years and set aside an area of 800,000 sq metres for future development, both for new terminals and for industry.

Halmstad relies heavily on two important local customers. It exports some 300,000 tonnes of newsprint a year for Hylte Bruk. And it handles imports of raw materials for Pilkington's float glass factory and exports its finished products.

The port also handles the scrap and cast iron imports for the local iron works, which specialises in reinforced steel construction products, and imports about 600,000 tonnes of mineral oils.

For the last five years Halmstad has been importing cars; it owns silos for the export and import of grain and other farm products and has built a small roll-on/roll-

off terminal. In January it completed a terminal for bulk products, including coal, which is being operated by the Nordic Bulk Company and on which the port authority places great hopes.

Given the overcapacity in West Coast ports, is this expansion wise?

Mr Bengt Grennhag, the port's general manager, argues that Halmstad offers a very competitive service and says that handling charges are much cheaper than those of Gothenburg. It owns up-to-date port installations; it has well-established shipbroking and forwarding agents; there are regular cargo lines to West Germany, Britain and Finland; and Halmstad has good road and rail links, he says.

However, the port has been running at a loss for several years. Last year the loss was SKr 2.5m on a turnover of SKr 25.5m while the stevedoring company broke even, according to Mr Grennhag. But business is growing: this year Halmstad hopes to handle nearly 2m tonnes of goods, which would mean a doubling in volume since 1971.

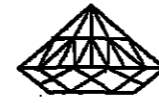
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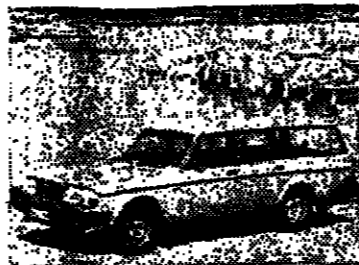
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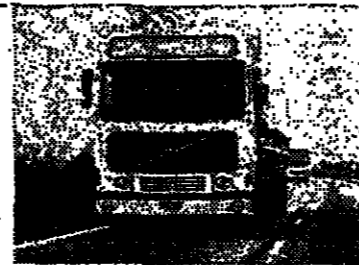
VOLVO OF GOTHENBURG

Gothenburg is the home town of Volvo. 55 years ago, the company was founded here and the head offices of the group are still here today. Nearly 25,000 people in the region are employed by Volvo. Apart from the better-known Volvo companies described below,

Volvo has companies in Gothenburg which make automated guided vehicle systems, industrial doors, companies which deal with energy exploration, off-shore equipment and services, companies which trade in oil and chemicals plus a range of other activities.



The Volvo Car Corporation is responsible for the development, manufacture and marketing of cars. The range of cars consists of the 2400G60 and 340 Series. The Volvo range has a solid international position. In the United States, for example, Volvo has been the most sold car in its class for many years.



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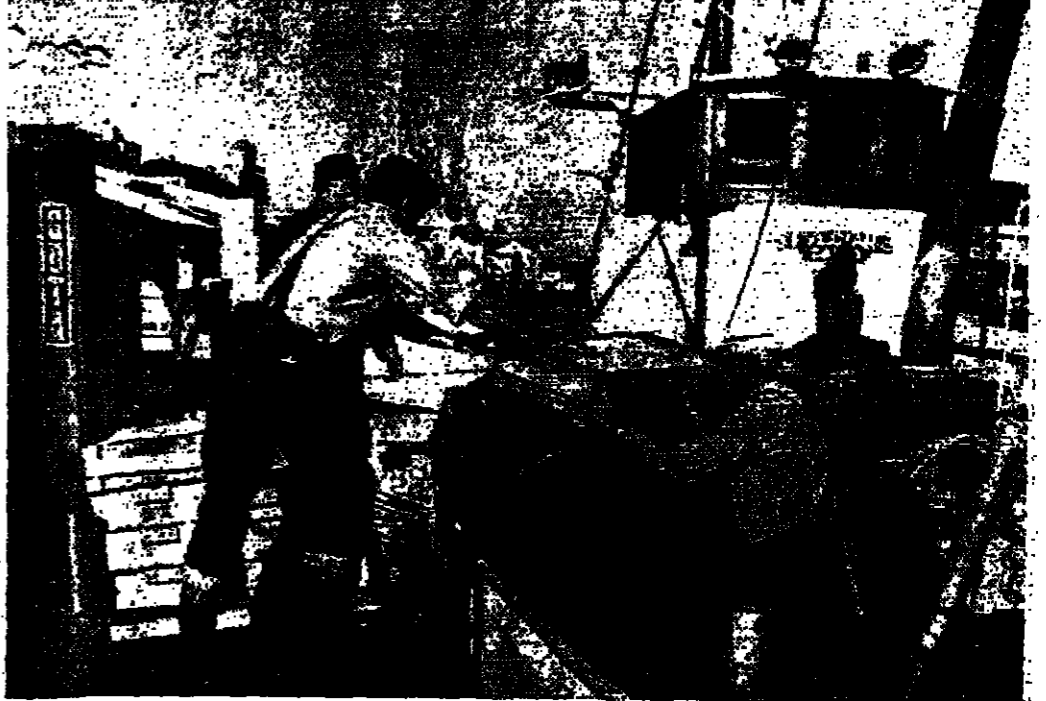
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Café in Gothenburg. Though the region's winters can be very cold, hot summers encourage open-air relaxation. Above right: hoisting a fishing catch ashore on Gothenburg quayside



The big banks do offer services adapted to the city and region's business life

Banks independent of Stockholm

THE RIVALRY, even resentment, which Gothenburg businessmen sometimes express about the dominance of Stockholm extends to the financial markets. In banking and insurance as in politics and bureaucracy the key decisions are taken in the capital, it is said.

This view is hotly contested by Mr Alf Aakerman, one of Skandinaviska Enskilda Bank's managing directors and head of its Gothenburg operation. He runs a complete banking operation for West Sweden, offering all the financial services available in Stockholm, he says.

The foreign currency business done by his Gothenburg bank is about 40 per cent of that done by Skandinaviska Enskilda in Stockholm and is bigger in bank-to-bank deals, Stockholm concentrating more on trading for customers, particularly the Swedish multinational companies.

Skandinaviska Bank, which merged with Stockholm Enskilda to form Skandinaviska Enskilda, was originally a Gothenburg bank. The city's own

bank now is Göteborgsbanken which has found it necessary to carry out much of its headquarters work in Stockholm.

The last month the Gothenburg regional savings bank announced that it was merging with Stockholm's savings bank to form the country's sixth largest bank, Sparbanken Stockholm-Göteborg. The move was explained by the need for a bigger bank to compete effectively in marketing and on capital markets.

Logic

The bank would operate two head offices, one in Stockholm, one in Gothenburg, it was stated. Svenska Handelsbanken, the other big private commercial bank, also operates a decentralised domestic operation with a regional head bank in Gothenburg. But in a nation of just over 8m the logic of modern, computerised banking works in favour of concentrating functions in one financial centre.

The big banks do offer in Gothenburg services adapted to

the city's business life. Mr Aakerman reports that his bank lent SKr 3.5bn (\$603m) to shipping and rig operators last year and Skandinaviska Enskilda in Gothenburg runs a separate shipping department, which also serves Norwegian customers.

The regional insurance market is also dominated by the big Stockholm-based companies, Skandia and Tryg-Hansa, which in the past bought up local companies. Like the banks, they too operate big Gothenburg offices.

The two local representatives are two small insurance companies, Atlantica and the Assuransföreningen, a mutual company known in English as the Swedish Club. Both have experienced interesting developments recently, in each case with some connection to the London insurance market.

Atlantica, a marine insurance company, has won a licence to start commercial, fire and accident business, thereby halting a 35-year concentration trend which has left about two-thirds of the market in the

hands of the two big companies. To underline its claim for a licence, Atlantica opened a link to the Phoenix insurance company, London, which had possessed a Swedish licence since 1895 and now therefore provide Atlantica with an instrument for starting non-marine insurance in Sweden. The insurance commissioner got the point and gave Atlantica its own licence.

The result is a David v Goliath battle but Atlantica's managing director, Mr Nils-Ingve Danielsson, plans to provide growth that meets demand. Atlantica had a premium income of only SKr 150m last year. It now has a market open to it of close to SKr 4bn. By taking only 2 per cent it can boost its premium income by SKr 80m. But Atlantica will run its non-marine business from Stockholm.

The Swedish Club's distinction is that it has been the only underwriter providing hull, war risk, protection and indemnity insurance from one organisation

on a mutual basis. Founded in 1882, its services were made fit the wishes of its members, the Gothenburg shipowners. It had established long-standing reinsurance contacts in London.

Necessity

In the early 1970s it decided to look for business abroad. "We went international for the fun of it but found it to be a necessity," Mr Lars Lindfeldt, the managing director, says. With the decline in the Swedish merchant marine, new business had to be generated abroad. Last year slightly more than half of the SKr 192m in premiums for hull insurance came from foreign owners.

At present the Swedish Club covers about 370 vessels. In Mr Lindfeldt's view it does not have to go flat out for expansion. "We could cater for, say, 500 ships but how big can we grow and still provide a good service for shipowners? It is important that someone answers the phone when an owner rings."



Alf Aakerman: complete banking operation. The big banks have to operate large Gothenburg offices to handle the business generated in the region

Useful hints and addresses to simplify a working visit

Business guide to the region

ENGLISH is the business language in West Sweden and a visitor speaking English will cope with most situations anywhere in the region. It is a friendly place but the Swedes retain a formal manner publicly and a formal approach in business is safer than back-slapping.

Business hours vary slightly. Some executives are at their offices by 8 am, sometimes staying until 5 pm. Take 9 am to 4 pm as the surest time but allow for an absence of up to an hour from noon for lunch. An invitation to a business lunch is often appreciated.

In summer many Swedish businessmen like to leave early on Friday afternoon. Public offices work from 8 am to 5 pm, or 4 pm in summer. Shops are open from 9 am to

6 pm, and on Saturdays until 2 pm.

Gothenburg is almost 1,000 km south of the Arctic Circle; it is warmed by the Gulf Stream and furs are not needed. A continental European's normal cold weather clothing should suffice in winter. However, the past winter brought some exceptionally severe cold spells, with snow on the ground from early December to the beginning of March. It is wise to take a raincoat during other seasons, although the West Coast can offer days of glorious sunshine.

The Gothenburg and West Sweden Chamber of Commerce, at Parkgatan 25 (tel. 17 76 60), is a very useful source of information. It has branch offices in Borås, Skövde and Trollhättan. Many local authorities in the region run offices of industry and commerce which are keen to arrange business contacts.

Gothenburg has a wide range of hotels varying in price from SKr 100 to SKr 550 (\$17.5-96) for a single person per night. It can be very difficult to book when a trade

fair or conference is being held. The Tourist Office, at Kungälvplatsen 2 (tel. 13 59 92), might help. Hotels are found in most of the larger towns in the region.

There is no shortage of restaurants of all categories and prices in Gothenburg, some opening only for lunch when they usually offer a fixed menu as well as a la carte. Fish and seafood dishes are often very good.

Restaurants

Performances at the theatres are in Swedish but there are frequent opera, operetta, ballet and concert performances. Tickets can be booked through Biljettcentralen (tel. 13 65 00) in the same building as the tourist office.

Theatres are closed from June to August—during the holiday period—but Liseberg, a celebrated amusement park with restaurants, dance halls and sometimes variety performances is in full swing then. It is open every evening until 11 pm, and mid-

night on Saturdays, from May to August.

Taking time off in the countryside is strongly recommended. The West Coast with its island belt is a sailor's dream and also has much to offer fishermen and golfers (there are at least 15 golf courses). The Tourist Office can supply names of golf clubs which welcome visitors and of people who hire motor and sailing boats. A fishing permit is needed and can be obtained from Biljettcentralen and often locally.

The Stugbokningcentral (tel. 11 55 08) in the Gothenburg Tourist Office can help you to rent a cottage, probably made of timber and equipped with all mod cons, by sea or lake for a week-end.

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UK COMPANY NEWS

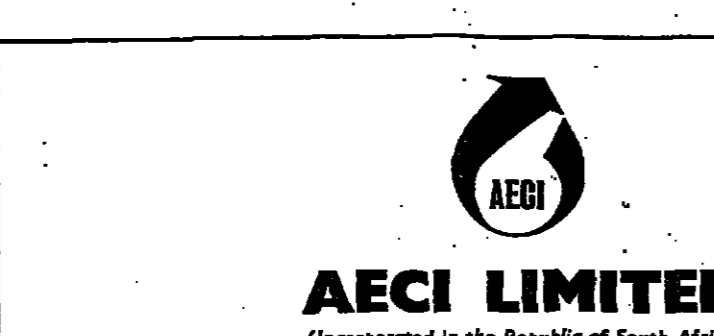
Watmoughs down 11% to £1.5m Brent Chemicals profit rises 28% to £3.6m Profit fall still seen by Paterson Zochonis

TAXABLE profits of Watmoughs (Holdings) fell by 11 per cent in 1981 from £1.72m to £1.53m. Mr P. G. Walker, chairman, says a number of factors contributed to the more difficult conditions during the second six months following the increase in profits from £825,000 to £876,000 in the first half.

Mr Walker says trading conditions were satisfactory until the final quarter when the level of sales of packaging and periodicals fell below expectation. Turnover rose by 14 per cent from £15.08m to £17.28m. Stated earnings per share fell from 26.88p to 22.05p. Adjustments were made to the 1980 figures for the bonus element of the rights issue in April 1980.

headway was made by most of the group's operating companies. Almost all the overseas operating companies continued their profitable expansion and direct exports from the UK mainly to the Middle and Far East, were at record levels.

REPORTING A marginal increase in first half 1981-82 profits, before tax, the directors of Paterson Zochonis, the Cussons soap, Odor hygiene group which also has large interests in West Africa, tell shareholders that they still consider results for the full year are unlikely to reach last year's record level of £28.51m. This is because of Nigerian trading conditions.



AECI LIMITED (Incorporated in the Republic of South Africa) 58TH ANNUAL REPORT YEAR ENDED 31 DECEMBER 1981 CHAIRMAN'S STATEMENT

Once again I am pleased to report that the Group's results showed a substantial improvement over those achieved in the previous year. Turnover for 1981 totalled R1467.0 million, an increase of R207.7 million (16.2 per cent) over 1980. Export sales included in the above amounted to R65.0 million (1980 - R62.6 million). Net income before taxation for the year at R252.7 million increased by 25.1 per cent over the corresponding figure for 1980.

SECOND-HALF taxable profits of Brent Chemicals International moved ahead from £1.31m to £1.53m and pushed the figure for the whole of 1981 to £3.62m, against £2.82m, a rise of 28 per cent.

THE RISING trend noted in profits and turnover at British Car Auction last July has continued through the first six months. Pre-tax profits have risen by £24,000 to £1.83m for the period ending January 31 1982.

After tax, £1.33m (£565,000), mainly interests in £17,000 (£92,000), and an extraordinary debit of £355,000 (nil)—mainly setting up and reorganisation costs of the U.S. companies—the attributable balance came out at £1.92m, compared with £1.57m.

Dividends will absorb £277,000 (£763,000), leaving £1,05m (£1,11m) retained. Last December the group made an offer to acquire the Reddish Chemical Company and Reddish Chemicals of Cheshire. Discussions have revealed "remarkably little competitive overlap" and directors say the acquisitions would greatly strengthen the group's involvement in the UK dairy, food and beverage industries.

Elsewhere there has been a recovery in the UK and progress in Greece, Australia and Kenya. So the Nigerian contribution has fallen from a typical 70 per cent or so of total profits to about 60 per cent. Clearly developments in the oil market are critical for both the Nigerian economy and therefore Paterson's performance. While the general trading arm is vulnerable, the manufacturing operations are better placed, with big increases in capacity through short-term. Performance has been hard hit, with margins on imports squeezed. But the more important manufacturing operations in fridges and detergents have seen increased volume.

The return on assets calculated on an historic cost basis increased from 7.1 per cent in 1980 to 17.7 per cent in 1981. If current cost accounting principles had been applied these figures would have reduced to 6.7 per cent and 7.1 per cent respectively. Dividend cover calculated in historic terms increased from 1.8 to 1.9 and if current cost accounting principles were to be applied the cover would reduce to 1.4 (1980 - 1.3).

Turnover was ahead by 25 per cent, ending at £107.5m, proceeds from auctions which rose from £94.72m to £118.38m. Commissions earned were higher at £4.76m (£4.07m) and other sales reached £5.05m (£4.94m).

Through severe winter meant a lull in the British Car Auction Group's main business it was good news for the small seasonal butane gas supply concern. The share price rose from 12p to 15p in the first three months of the current year.

Recovery at Finlay Pkg. Finlay Packaging, colour printer and packaging manufacturer, reports a pre-tax surplus of £215,000 for 1981, up from £429,000 in 1980 when profits were hit by industrial action and the recession.

While the level of economic activity in the Republic continued to improve during 1981, the growth rate, which was significantly lower than in 1980, affected the Group's performance. The volume of Group sales for 1981 or, stated another way, the real growth in the business during the year, showed an increase of 9.4 per cent. While comfortably exceeding the corporate objective of 7 per cent, this was significantly below the 19 per cent growth achieved in 1980.

Equity and Law pays 15% more. TOTAL DISTRIBUTABLE surplus on the long-term insurance Equity and Law Life Assurance Society increased from £25.26m to £31.14m in 1981, of which the shareholders' portion was £2.74m against £2.23m.

Equity and Law's policy of full dividend distribution is again in evidence. The percentage of life surplus transferred to shareholders has remained static at about 8.8. But on earnings up nearly 18.5 per cent, £200,000 of past accumulations was necessary to top up the dividend increase to 15 per cent.

Warning by Utd Ceramic Distributors. Last year's severe downturn in demand for products distributed by United Ceramic Distributors will have a very depressing effect on its results, the directors warn.

During the year the polyester filament yarn expansion at South African Nylon Spinners' Bellville plant was completed and brought into production a minimum finishing plant. Major projects scheduled for commissioning during 1982 include the linear low density polyethylene plant at Midland Factory, Sasolburg, a new calcium carbide furnace at Ballengeich and the establishment of a secondary factory at Mogwasa in Bophuthatswana.

Riley Leisure, manufacturer of snooker tables, is raising £3.19m net by way of an underwritten rights issue of 3.38m shares on the basis of one at 95p for every two held on March 15.

Riley Leisure to raise £3.19m. Riley Leisure, manufacturer of snooker tables, is raising £3.19m net by way of an underwritten rights issue of 3.38m shares on the basis of one at 95p for every two held on March 15.

Progress at Estates and General. DESPITE INTEREST charges increasing from £1.24m to £1.62m, pre-tax profits of Estates and General Investments moved ahead from £217,000 to £314,000 in 1981. This is in line with a projection of not less than £300,000 made earlier this month.

For many years De Beers Industrial Corporation has been an important shareholder in AECI with a similar percentage shareholding held by Imperial Chemical Industries PLC of the United Kingdom. During October 1981 it was announced that Anglo American Industrial Corporation Limited (Amic), a subsidiary of the Anglo American Corporation of South Africa Limited, had made an offer to acquire the total issue share capital of Debinor.

Trading profit in the half year was £461,000 (£371,000) and the contribution from the associate was £28,000 (nil). Tax took £168,000 (£125,000), leaving earnings per share of 3.29p (2.74p).

When Riley came to the stock market in 1977 by reversing its earlier move into furniture manufacturing, profits have grown from £0.5m in the year to July, 1978 to £0.7m last year despite the collapse of the construction industry.

European Options Exchange. Table with columns: Series, Vol, Mar, Last, Vol, Apr, Last, Vol, May, Last, Stock.

In considering prospects for 1982, the economic factors to which I have referred above are particularly significant. In Europe and the United States do not appear as yet to be abating. The general consensus is that inflation in South Africa will remain at a high level during 1982 and, if account is taken of the continued shortage of skilled manpower, cost pressures during the year are likely to increase.

50 companies wound up. Compulsory winding up orders against 50 companies were made by Mr Justice Mervyn Davies in the High Court yesterday.

Jove Trust declines. Gross revenue of Jove Investment Trust rose slightly from £1.24m to £1.27m in the year ending February 28 1982 while net revenue fell from £755,000 to £685,000.

Thus, trading conditions are expected to be unstable and profit margins will be difficult to maintain. Profits will also be adversely affected by a substantially higher interest burden which will result, in part, from increased borrowings necessary to finance the capital programme and also from the significantly higher interest rates prevailing and in prospect. Against these adverse factors, the Group's financial position remains sound and, with the capital programme in hand and under consideration, the Group is well placed to take advantage of any acceleration in economic activity as and when this occurs.

Power and Son Builders. Henlow, Essex. Centre, Cantley House Sports and Country Club, D.M.M. Containers, Sidcup Builders, Karper Overseas and Able Freight Services. Maldstone Roofing and Construction Company, J.S. Cargo Marketing International, Inter-States Forwarding, Heppenstall and Sons, A.B. Plan Interiors, Stokedon and London Tree Care, Wordway, Posmark, Swan Wines, Labelhouse, The First Engineering Company (Seven Kings), Dingleworth and Lamove.

Compulsory winding up orders made on March 1 against Parpetal Motion Picture Company, and against Falcon Fasteners (March 8), Pligien (March 15) and S. Jaffry and Company (March 15) were rescinded and the positions dismissed by consent.

Forecast, a second interim dividend, in lieu of the final, of 1.15p (1p) is being paid for a total of 1.75p (1.55p) net.

Table with columns: Series, Vol, Mar, Last, Vol, Apr, Last, Vol, May, Last, Stock. Includes various financial instruments and their prices.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED TRUSTS

Table listing various unit trusts and their performance metrics, including columns for trust names, managers, and financial data.

CURRENCIES, MONEY and GOLD \$ and £ retreat

Dollar retreated against Continental currencies yesterday afternoon, after touching further records against some of the weaker members of the European Monetary System earlier in the day. An easier trend in Euro-dollar rates and the level of Federal funds eventually depressed the U.S. unit, which finished little changed on the day.

THE POUND SPOT AND FORWARD

Table showing the pound spot and forward rates for various currencies, including columns for currency, spot rate, and forward rates.

THE DOLLAR SPOT AND FORWARD

Table showing the dollar spot and forward rates for various currencies, including columns for currency, spot rate, and forward rates.

CURRENCY MOVEMENTS

Table showing currency movements and rates for various currencies, including columns for currency, rate, and movement.

OTHER CURRENCIES

Table showing other currencies and their rates, including columns for currency, rate, and movement.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit rates for various currencies, including columns for currency, rate, and change.

EXCHANGE CROSS RATES

Table showing exchange cross rates for various currencies, including columns for currency, rate, and movement.

FT LONDON INTERBANK FIXING (11.00 a.m. MARCH 23)

Table showing FT London interbank fixing rates for various currencies, including columns for currency, rate, and movement.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

Table showing Euro-currency interest rates for various currencies, including columns for currency, rate, and movement.

MONEY MARKETS

UK rates ease

London clearing bank base lending rate 13 per cent (since March 12). Interest rates tended to ease in London yesterday, helped to some extent by a softer trend in U.S. rates.

GOLD

Firmer trend

Gold rose 36 to \$329.330 in the London market yesterday. In Paris the 124 kilo bar was fixed at FF 67,500 per kilo (\$342 per ounce) in the afternoon, compared with FF 67,000 (\$339.22) in the morning.

LONDON MONEY RATES

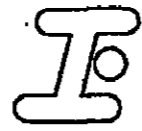
Table showing London money rates for various currencies, including columns for currency, rate, and movement.

MONEY RATES

Table showing money rates for various currencies, including columns for currency, rate, and movement.

This advertisement complies with the requirements of the Council of The Stock Exchange.

March 24, 1982



Die Erste österreichische Spar-Casse
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(Established in Austria with limited liability in 1819)

U.S. \$ 40,000,000
Subordinated Floating Rate Notes Due 1992
Issue Price 100%

The following have agreed to subscribe or procure subscribers for the Notes:

- | | |
|---|--|
| Orion Royal Bank Limited | |
| Arab Banking Corporation (ABC) | Bayerische Landesbank Girozentrale |
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| Girozentrale und Bank der österreichischen Sparkassen AG | Merrill Lynch International & Co. |
| Union Bank of Switzerland (Securities) Limited | S. G. Warburg & Co. Ltd. |
| Westdeutsche Landesbank Girozentrale | |

The Notes constituting the Issue have been admitted to the Official List by the Council of The Stock Exchange subject only to the issue of the Notes.

Interest is payable semi-annually in arrears in October and April in each year. The first interest payment date is expected to be October 15, 1982.

Full particulars of the Issuer and the Notes are available in the Extel Statistical Service and may be obtained during business hours up to and including April 6, 1982 from:-

- | | | |
|---|-----|--|
| Orion Royal Bank Limited,
1 London Wall,
London EC2Y 5JX | and | Cazenove & Co.,
12 Tokenhouse Yard,
London EC2R 7AN |
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NATIONAL BANK OF CANADA

U.S. \$50,000,000
Floating Rate Debentures due 1988

In accordance with the provisions of the Debentures, notice is hereby given that for the six months period 24th March, 1982 to 24th September, 1982 the Debentures will carry a Rate of Interest of 15 1/2% per annum with a Coupon Amount of U.S. \$392.92

Agent Bank

CHEMICAL BANK INTERNATIONAL LIMITED



EEC TRADEMARK LAW

The perils of harmony

By A. H. Hermann, Legal Correspondent

COCA-COLA is a trademark which secures a world market for a fizzy brown liquid. It is probably the best known example of the advantages that can be gained from promotion concentrated on a single name, but it is not a method suitable for everybody. Distillers, for example, successfully market another brown liquid under a variety of trademarks, and their usefulness goes beyond the identification of differences in the taste for Black and White, Johnnie Walker, White Horse and 47 other brands. They also enable a better exploitation of different price levels, both within one country and in several countries.



The protection of national markets where high prices can be obtained is particularly important for the pharmaceutical industry which, because of direct or indirect price control, or absence of patent protection, is obliged to sell at low prices in other countries. Trademarks licensed to the local sole distributors of pharmaceuticals and protected

under national trademark laws were in the past often used as a barrier against imports of identically branded goods sold by the manufacturer on another national market at a lower price.

The EEC Commission has been waging a long and successful war against such trademark-assisted compartmentalisation of the Common Market. It has received powerful support from the European Court.

But the Commission is not satisfied. It wants to consolidate and extend its achievements by harmonising European trademark law and by creating a Community trademark. The Commission has some good arguments for this, but the project has many weaknesses. The EEC plan for trademark law harmonisation, the creation of a Community trademark and the establishment of a Community Trademark Office, has now reached the Council of Ministers. After some six years of hesitant progress in the corridors of the Commission, it is now believed to be in the final furlong. In Community terms this may mean a decision in a year's time.

The establishment of a Community trademark office in London is the most easily visualised part of the project. The London patent agents want it; the Greater London Council wants it; the British Government wants it. It would be the first EEC institution located in the UK.

The examination system proposed for the Community trademark by the Commission could probably be better handled in London than anywhere else because it is similar to the UK system. A more subtle argument for London is the need to increase the British sense of belonging to the Community.

In short, it would be nice to have the Community Trademark Office in London provided that such an office would be a useful institution. This, however, is by no means certain.

It is difficult enough to find a suitable name which is not already used in a single country. It would be many times more difficult to find trademarks which are acceptable, free, and commercially effective, in all the countries and language areas of the Community. Even the most enthusiastic proponents of the Community Trademark Office concede that the number of registrations at the Community Trademark Office would be relatively small and that they could be achieved only by a lengthy and costly process.

The price exacted for the relatively few Community trademarks is a dangerous surgical operation aiming at an automatic removal of all multiple brands of one and the same product. The European Court ruled, in the American Home Products case, that two different trademarks must not be used for the same, or similar, product with the sole purpose of separating the national markets, or at least they must not be used to stop the parallel importer. The Commission's project would go much further. It would lead to an automatic invalidation of trademarks if the protected goods were marketed in another member state under another trademark.

Such surgery would have painful side effects. First, neither of two trademarks may be suitable in any two countries, and the manufacturer might be obliged to give up both and to undertake the expensive promotion of a new trademark. Second, the trademarks which manufacturers may have to abandon under this rule, could

be picked up and registered by their competitors.

There exist basically three types of trademark protection: one protects rights acquired by using a trademark or name over a period of time. This is achieved by the common law "passing-off" action — which is aimed at people who try to "pass-off" one product as another — and to a lesser degree also by the "unfair competition" legislation of the continental countries. The second registers trademarks without preceding examination — such is the French system of *marque déposée*. Other continental systems are close to the French. The third system, used in the UK and Eire, makes registration dependent on examination by the trademark office — and registration is, therefore, much harder to get.

The Community trademark would be based on the examination system, like the UK trademark. But some British companies believe that not only should the French system be adopted for the Community trademark, but that Britain should have used this opportunity to give up examinations in its national system. The critics of the present UK system argue that the examination is arbitrary, costly, time-consuming, and, in view of the protection given to unregistered trademarks under common law, provides no certainty.

If Britain gave up the examination system, it is argued, this would open up the possibility of joining the Madrid agreement which all the other member countries of the EEC have been successfully using for over 100 years. Under this agreement one application lodged with the national registry may be extended to a further 23 countries.

Another point of criticism concerns the definition of the



trademark rights in Article 3 of the proposed EEC directive. A trademark owner could oppose the use of signs which create a serious likelihood of confusion on the part of the public. This may lead to a serious weakening of his position if a competitor used an identical or

similar trademark for identical goods but without creating a "serious likelihood" of confusion immediately, but only later after the owner of the original trademark had lost the chance to defend it.

Much worse, to say the least, is caused by the "acquiescent clauses" of both the draft directive and draft regulation. These clauses deprive a proprietor of trademarks or other exclusive rights from applying for



invalidation of a "confusing" national or Community trademark if he has suffered its use in one member state for three years in succession. This unduly deprives a trader of defense against a similar, or confusing, trademark only because it had been used previously in another EEC country where he either had no right — or commercial reason — to object.

The draft regulation purports to give owners of national trademarks a great advantage. Their owners would have to wait until the Community trademark is registered and then apply for cancellation. By that time a lot of damage could have been done. No such disadvantage would be suffered in countries where registration can be more easily obtained than in the UK. In general, the position of common law trademarks, now protected by the "passing-off" action, would become highly questionable. The directive says the member states may continue to protect trademarks acquired through use, but also excludes the application to trademarks of other rules of law of the member states, such as the provisions relating to fair competition.

Even without such conditions, both the directive and the regulation provide vast opportunities for the Commission and the European Court to escalate the impact of these measures. Before they are adopted they should be studied once more for what they really are and to what transformation by case law in the European Court they lead themselves. Perhaps a way can be found to have the Community Trademark Office without so much dangerous tinkering with the trademark law.

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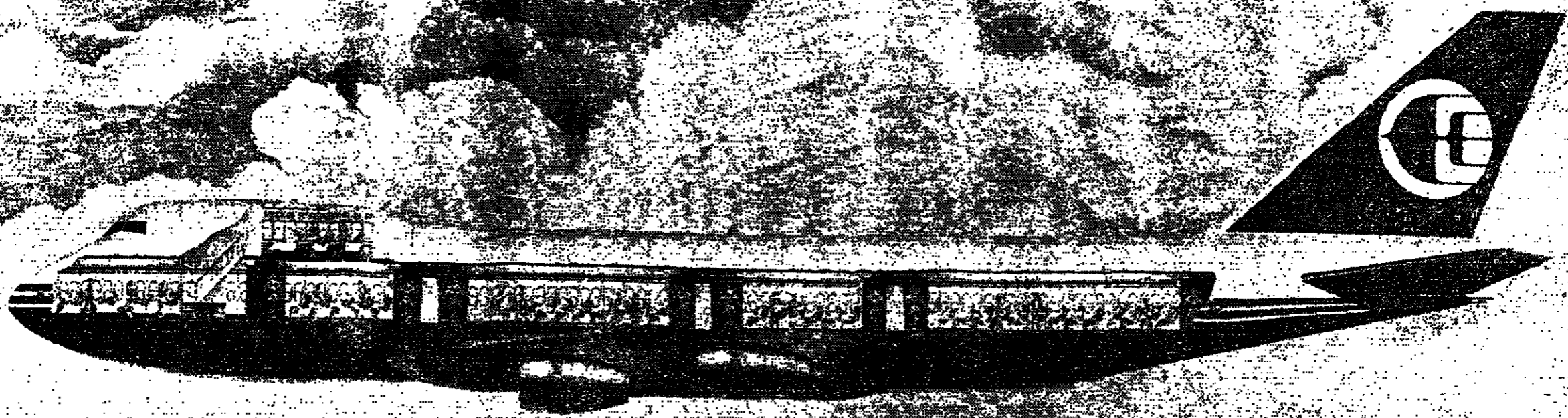
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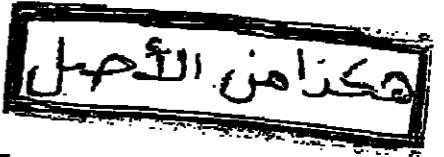
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Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

New Zealand note issue increased as prices gain

By Alan Friedman. PRICES OF fixed-interest Euro-dollar bonds gained nearly a point on average yesterday in moderate to active trading. Dealers attributed the firm market to a stronger New York bond market and the news that the U.S. consumer price index rose by 0.2 per cent in February.

EBC profits advance to £3m

By William Hall, Banking Correspondent. EUROPEAN BANKING COMPANY (EBC), the London-based bank owned by seven leading European banks, increased its pre-tax profits by 9 per cent to £3.02m (£5.44 in 1981), and increased its balance sheet by 27 per cent to £458.6m.

GM plans switch in steel buying practices

By Richard Lambert in New York. GENERAL MOTORS, the world's largest car maker, is planning a new relationship with its steel suppliers for the 1983 model year, in a move which could have a significant impact on the U.S. steel industry.

Louise Kehoe reports on a new growth strategy in Silicon Valley Intel exploits its technology lead

INTEL, one of the leading U.S. manufacturers of semiconductor chips, believes that it has found the key to long-term growth despite the continuing challenge from Japan.

The claim comes as the company is soon to announce what are expected to be its worst quarterly results. The company believes, however, that the current poor business conditions, and its fortunes, will improve in the second quarter.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Thursday April 15.

Table with columns for U.S. DOLLAR, STRAIGHTS, and DEUTSCHE MARK. Lists various bond issues with columns for Issued, Bid, Offer, Day, Week, and Yield.

Building blocks

Intel has found its own answer. The company will sell "building block" products—computers with common applications in several broad markets—then reduce the building block until it is reduced to a tiny chip.

Income at Levi Strauss down in first quarter

By Our Financial Staff. LEVI STRAUSS, the world's largest clothes manufacturer, yesterday reported first quarter net profits more than halved at \$16.98m, or 41 cents a share, because of lower sales volume.

General Mills above forecast at nine months

By Our Financial Staff. A STRONG rise in earnings from both the consumer foods and restaurant divisions in the third quarter has taken profits at General Mills above forecast at the end of the first nine months.

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Banco de Brasil shows sharp rise in earnings

By Peter Montagnon, Euromarket Correspondent. BANCO DO BRASIL, Brazil's largest commercial bank, has reported a 29 per cent increase in net earnings for last year to U.S.\$975m compared with \$758m.

Advertisement for Shobokshi Group US\$ 75,000,000 Syndicated Medium Term Loan. Includes details about the loan, arranged and lead managed by The Saudi National Commercial Bank OBU Bahrain.

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Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

These securities having been placed privately, this announcement appears as a matter of record only.

Dfls 75,000,000
EUROPEAN INVESTMENT BANK

11% bearer Notes 1982 due 1987

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Algemene Bank Nederland N.V.
Kredietbank International Group
Swiss Bank Corporation International Limited
Bank Mees & Hope NV
Pierson, Heldring & Pierson N.V.

March 1982

This advertisement complies with the requirements of the Council of The Stock Exchange of the United Kingdom and the Republic of Ireland.



Province de Québec

£35,000,000

15 1/2 per cent. Notes 1987

Issue price 100 per cent.

The following have agreed to subscribe or procure subscribers for the Notes:—

- | | |
|------------------------------------|---|
| S. G. Warburg & Co. Ltd. | CIBC Limited |
| Amro International Limited | Crédit Commercial de France |
| County Bank Limited | Lloyds Bank International Limited |
| Crédit Suisse First Boston Limited | Morgan Grenfell & Co. Limited |
| Samuel Montagu & Co. Limited | Yamaichi International (Europe) Limited |
| Morgan Stanley International | |

The Notes, in denominations of £1,000 each, have been admitted to the Official List of The Stock Exchange of the United Kingdom and the Republic of Ireland, subject only to the issue of the Notes. Interest is payable annually in arrears on 1st April, the first such payment being due on 1st April, 1983.

Particulars of Province de Québec and the Notes are available from Exel Statistical Services Limited and copies may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 7th April, 1982 from:—

Rowe & Pitman,
City Gate House,
39-45 Finsbury Square,
London EC2A 1JA.

Phillips & Drew,
Lee House,
London Wall,
London EC2Y 5AP.

24th March, 1982.

Construction arm of Empain-Schneider set to buy Trindel

BY DAVID WHITE IN PARIS

SPIE-BATIGNOLLES, the international construction arm of France's Empain-Schneider group, is expected to announce an agreement later this week to buy Trindel, a leading electrical installation specialist. An earlier plan to join forces with Fougerolle — another major construction concern — controlled by Paribas, Empain-Schneider's main shareholder — appears to have been shelved. The scheme has not been taken further since the two announced last May that they would study a link-up. In the interim, Paribas has been nationalised. Trading in the shares of Trindel's parent company, Unidel, was suspended on the Paris bourse last Friday as a result of takeover rumours. The water utility Lyonnaise des Eaux holds a blocking minority in Unidel. Trindel employs 5,500 and had a turnover of FF 1.5bn

(\$245m) last year. A quarter of this was overseas. The deal will push Spie-Batignolles, which is largely geared to the foreign market, further up the world rankings, after an increase of one third in its turnover last year to FF 9.5bn. Forclum, Unidel's other subsidiary which is also involved in electrical transmission work, is not believed to be part of the planned deal. The agreement would fit in with the recent policy of Lyonnaise des Eaux of reducing its involvement in public works. It sold one of its subsidiaries, Distrielec, to the electrical engineering group Merlin-Gerin (also part of Empain-Schneider) last year. More recently it ceded control of the roadworks company Cochery to Société Générale d'Entreprises, the expanding public works offshoot of the CGE concern.

Hoffmann in \$160m bid for U.S. group

By John Wicks in Zurich

SWISS CHEMICAL company Hoffmann-La Roche has made a cash offer of \$25 a share for Biomedical Reference Laboratories of North Carolina. Should Roche succeed in acquiring the U.S. company, the cost of the transaction would be of some \$159.6m. Roche has already signed definitive purchase agreements for 31 per cent of Common stock at a price of \$49.5m. Biomedical Reference is one of America's leading independent clinical laboratories. Mr Fritz-Gerber, Hoffmann's chairman, says the acquisition is intended to strengthen the group's international commitment in the diagnostics area. While the U.S. company is to remain under its present management team, it will be merged with an existing affiliate of Roche's U.S. subsidiary.

Spanish bank places share capital on London stock market

BY ROBERT GRAHAM IN MADRID

SPAIN'S THIRD largest commercial bank, Banco Hispanoamericano, has placed just less than 3 per cent of its capital on the London stock market to raise around \$18.5m. This is the second Spanish bank within six months to use London as a means of internationalising its capital base, and several more are expected to follow suit. A total of 1.3m Hispano shares in two lots have been placed by Singer and Friedlander, using international depositary receipts (IDRs). The same method was used by Banco Urquijo last November when it placed 5 per cent of its capital in London. Hispano's present capital is Pta 28,890m, and its stock

market value is Pta 92.5bn. The bank last year turned in pretax profits 21 per cent higher at Pta 11,80m (\$11.02m) with a dividend payment equivalent to 20 per cent of par. Hispano is already represented in London through Banco Urquijo, Hispanoamericano (BUHAL) which it jointly owns with Urquijo. The two banks recognise the "value of international investor support." Several large Spanish banks have substantial portfolios of their own shares bought at various times in the past four years in order to maintain stock exchange quotations. It is thought likely that they may soon follow the London route to improve marketability.

Swedish investment group plans one-for-four scrip

BY WESTERLY CHRISTNER IN STOCKHOLM

CARDO, the investment group which owns the Swedish Sugar Company and has extensive interests in seeds and biotechnology, reports a pre-tax profit of SKr 247.5m (\$51m) for 1981. In the previous financial period, covering May to December 1980, the group achieved pre-tax earnings of SKr 151m. Sales totalled SKr 2.4bn for 1981, compared with eight-month sales of SKr 1.4bn previously. The board recommends increasing the dividend to SKr 7.50 per share, from SKr 4.25 plus a SKr 1 bonus for the previous period. It also

plans a one-for-four scrip issue. Nord's Investment Bank reports a surplus of SDR 13.2m (\$15.3m) for 1981, compared with SDR 12m in 1980. NIB loans in the year showed an increase of 32 per cent on 1980. The energy sector accounted for almost half of the volume of lending and for 37 per cent of the total lending portfolio. Loans outstanding at the end of the year increased by 53 per cent. NIB's own long- and medium-term borrowing increased.

Lindt chocolate group boosts annual earnings

BY OUR ZURICH CORRESPONDENT

SWISS CHOCOLATE manufacturer, Chocoladefabriken Lindt "Sprüngli," of Kitchberg, is to pay an unchanged dividend of SwFr 100 per registered and bearer share for 1981 on increased capital of SwFr 11m. This follows a rise in parent company net earnings for the year from SwFr 3.5m to SwFr 3.9m (\$2m). World sales of the confectionery brands Lindt, Sprüngli, Grison, Nago, and Ronau, including licence income, fell from SwFr 583m to SwFr 540m (\$284m) last year. But this was due solely to changes in foreign currency parities: in local currency terms, turnover actually showed an increase of 7.6 per cent. An unchanged 1981 dividend

of SwFr 60 a share on each joint share of Helvetia Swiss Fire Insurance Company and Helvetia-Unfall Schweizerische Versicherungs-Gesellschaft is forecast. Helvetia Fire, of St Gall, recorded a rise in net profits for last year from SwFr 9.38m to SwFr 9.77m (\$5.14m), following a 5.5 per cent rise in premium income to SwFr 598.46m. The Zurich-based casualty insurance partner Helvetia-Unfall booked an increase in net earnings from SwFr 10.15m to SwFr 10.23m (\$5.38m) and a rise in premiums by 3.9 per cent to SwFr 550.5m. As part of the joint stock unit, it will pay a dividend for 1981 of SwFr 27 a share.

Norway downgrades Statoil role

SINCE IT was founded 10 years ago, Statoil, Norway's state-owned oil company, has grown at the same breathtaking pace as the Norwegian gas and oil industry in which it plays such a key role. Last week it announced a record Nkr 1bn (\$165.5m) profit for 1981 — up fivefold from the previous year — and the payment of its first dividend. As a newcomer to the oil scene, the company at first had to rely on extensive technical help from established, foreign oil companies. But this stage is now over and indeed the achievement of independence from foreigners was one of the primary goals of Mr Arve Johnsen, Statoil's managing director, almost from the day it was formed. Mr Johnsen believed that mastering the necessary technology would not be too difficult for a highly developed industrial nation such as Norway, and he has been proved

correct. Keen, ambitious young Norwegians — geologists, geophysicists, engineers and economists — flocked to join the new company, with many sent abroad for further training, often to foreign oil companies managing a field development project — the so-called Golden Block oil and gas fields — and the Statpipe gas gathering scheme. In addition the company is involved through subsidiaries in downstream activities such as

Hydro. The handover will take place on April 1. More serious for Statoil, over the longer term, is the new Government's determination to deny it any specially favoured status in future allocations of exploration concessions beyond that enjoyed by all Norwegian oil companies. The company has previously been entitled to at least a 50 per cent interest in all new Norwegian concessions, with this increasing to as much as 80 per cent according to the eventual production levels. It may also be deprived of its right to handle the Norwegian state's royalty oil. One reason Statoil has been getting such large shares on all licences granted since 1973 is that the Labour Government regarded it as the main agent of the state's offshore interests. It intended the company to collect, and to a large extent administer, much of Norway's income from offshore oil and gas. Statoil's 50 per cent stake in the Norwegian part of the Statfjord field (42 per cent of the field as a whole), is, for instance, its main source of earnings at present. The new Government proposes to change all this. It has scrapped Labour's plans to give Statoil 85 per cent of three very promising concession areas adjoining Shell's large gas find on block 31/2. The remaining 15 per cent would have gone on a 60/40 split to Norsk Hydro and Saga. A new share out of these three blocks will be announced late in April or early in May, and two new Norwegian groups — Noreneeng and Epsilon — have applied for stakes. Meanwhile, the Government has appointed a seven member Royal Commission, headed by Mr Gunnar Hellesen, a banker and former Conservative Defence Minister, to study how state participation in Norway's offshore industry should be organised. Its terms of reference are that the civil service should take over Statoil's function as a collector and administrator of state petroleum income. This might involve the creation of a new state holding company quite different from Statoil. It would almost certainly end the need for sliding scale clauses to increase Statoil's share of a concession once production passed a certain level.

Political changes have altered an energy group's trading structure. Fay Gjester in Oslo reports



Medium Term Loan and Export Credit Facilities in connection with the purchase of two semi-submersible drilling units

US \$60,000,000 Medium Term Facility

Lead Managed by
Banque de Paris et des Pays-Bas
Banque Nationale de Paris

Crédit Lyonnais
Société Générale

Provided by
Banque de Paris et des Pays-Bas
Banque Nationale de Paris
Crédit Lyonnais
Société Générale
Banco do Brasil S.A.
Société Financière Européenne Finance Company N.V.
SFE Group
Banque Commerciale pour l'Europe du Nord (Eurobank)
Banque de l'Union Européenne
Crédit Industriel de l'Ouest C.I.O.

Arranged by
Banque de Paris et des Pays-Bas

US \$25,000,000 and US \$15,000,000 Medium Term Facilities

Lead Managed by
Libra Bank Limited
Citibank International Group
Saudi International Bank
Al-Bank Al-Saudi Al-Ahram Limited
Japan International Bank Limited
and
Banque de Paris et des Pays-Bas (London Branch)
Banque Nationale de Paris Limited

Provided by
Libra Bank Limited
Banque de Commerce
Saudi International Bank
Al-Bank Al-Saudi Al-Ahram Limited
Japan International Bank Limited
Banco Industrial Colombiano de Panamá, S.A.
Banco Nacional S.A. (Brazil)
MIBC & Schroder Bank S.A.
Albahi Bank of Kuwait K.S.C.
Banco Pastor, S.A.
Dahab Europe N.V.
Unibanco—União de Bancos Brasileiros S.A.
Sant Cayman Beach

Banque de Paris et des Pays-Bas (London Branch)
Banque Nationale de Paris Limited

Arranged by
Libra Bank Limited
and
Banque de Paris et des Pays-Bas

FF 605,000,000 Export Credit Facility

Managed by
Banque de Paris et des Pays-Bas
Banque Nationale de Paris

Crédit Lyonnais
Société Générale

Provided by
Banque de Paris et des Pays-Bas
Banque Nationale de Paris
Crédit Lyonnais
Société Générale
Banco do Brasil S.A.
Banque de la Société Financière Européenne
SFE Group
Banque Commerciale pour l'Europe du Nord (Eurobank)
Banque de l'Union Européenne
Crédit Industriel de l'Ouest C.I.O.

Long Term Instalment
Banque Française du Commerce Extérieur

Arranged by
Banque de Paris et des Pays-Bas

Co-ordinated by Banque de Paris et des Pays-Bas



December 1981

IR&P
ROWE & PITMAN (FAR EAST) LTD.

is pleased to announce the opening of its Tokyo Representative Office

Horiuchi Building 4F
5-12 Akasaka, 1-chome
Minato-ku, Tokyo 107 Japan

Tel: 587-1138/9 Telex: ROWE J32695
Resident Manager—Charles Elliott

Companies and Markets **INTL. COMPANIES & FINANCE**

POLICY CHANGE ON COMMERCIAL CREDITS

India turns to borrowing abroad

BY THE end of the financial year on March 31, the Indian Government will have approved agreements for a total of \$1.185bn of loans from the world capital markets in 12 months. India was a negligible commercial borrower before this, and has thus made a dramatic entry into the market.

India's entry for the first time into the world capital markets to finance development and other projects comes when it faces a serious balance of payments problem which is expected to erode the foreign exchange reserves by around Rs 20bn (\$2.2bn), in 1981-82, and by about the same amount in 1982-1983 despite disbursement of instalments of a three-year \$5.5bn loan from the International Monetary Fund.

The international aid climate for loans at concessional interest rates is fast deteriorating, and India has been forced to look for commercial credits. Partly, this is because the Government's calculations on its own rupee resources have gone awry, but it is also associated with the sharp worsening of the terms of trade in the past three years which has resulted in the current balance of payments crisis.

India's Planning Commission explains that the country's policy on borrowing on commercial terms has been restrictive in the past because of the need to prevent foreign debt servicing becoming an intolerable burden. But the Commission now says: "It is nevertheless desirable to make selective use of the opportunities of borrowing abroad, particularly for financing projects which have a high rate

of return and are able to strengthen our export capability. It is in the light of these considerations that the balance of payments projections include borrowings from abroad on commercial terms."

This radical change in policy means that for the first time projects like steel plants, aluminium smelters and power stations are to be financed by

Aluminium Company (Nalco) for a plant being set up in Orissa State with the help of Aluminium Pechiney of France, the subsidiary of Pechiney Ugine Kuhlmann, which has helped to arrange a financing package for the project.

The second biggest is a \$110m loan raised by Rashtriya Chemicals and Fertilisers partly to finance the import requirements of a fertilizer complex at Thal Valsat in Maharashtra State after the World Bank withdrew its loan for the project, following a controversy over the appointment of consultants. This amount was raised in Kuwait by the issue of bonds to three Kuwaiti financial institutions.

The Industrial Credit and Investment Corporation of India (ICICI) raised three separate loans totalling \$76.5m, to help it provide the foreign exchange requirements for various Indian industrial projects. The industrial development Bank of India (IDBI) raised \$25m for the same purpose.

Other big loans include \$30m to the Oil and Natural Gas Commission for its Bombay High offshore development programmes and \$95.4m that 14 shipping companies have been allowed to raise in total for the

purchase of ships. Indian Airlines, the domestic carrier, has been permitted to borrow \$77.7m to buy two Airbus and four Boeing 737s to augment its present fleet. The agreements on these have still to be signed, but they have been negotiated and approved.

Four five-star hotel projects in Delhi are to be financed partly by loans totalling \$37m representing the first time that foreign borrowings for this purpose have been allowed. The loans are being raised by Asian Hotels, Siddharth Hotel, Surya International Hotel and Pure Drinks.

The loans have been raised in most part at fine margins over the London inter-bank offered rate (Libor), and the debt servicing burden of the year's loans is estimated at around \$200m a year.

To these will be added further non-concessional loans now under negotiation which will be approved in 1982-83. Apart from a huge loan spread over three years for the \$2bn steel plant in Orissa to be built by Davy McKee of the UK, it is expected that another \$500m will be raised by other public and private companies in 1982-83.

There are two limitations on foreign commercial borrowings. First, the Government wants to keep total debt servicing within manageable limits—roughly 15 per cent of the inflows of foreign exchange—so that the credit rating of the country remains high. Second, the IMF has set a ceiling of \$1.4bn on short-term non-concessional borrowings for next year. This does not, however, include loans for the Orissa steel plant and a super thermal power plant now being negotiated.

commercial loans and built on a turnkey basis by foreign companies, even though India has its own capabilities in these fields.

The \$1.185bn of loans approved in the past year are mainly for the financing of projects, import of capital goods, purchases of ships and aircraft—and setting up of hotels in Delhi in preparation for the Asian Games, to be held later this year.

Permission to make the loans has been given to 33 Government and private companies and financial institutions in varying amounts. In addition, four private companies have been allowed to make quasi-commercial loans totalling about \$100m from the International Finance Corporation, the affiliate of the World Bank.

The biggest of the commercial loans is the \$690m raised by the National

Ipoth exceeds expectations with 120% profits rise

BY WONG SULONG IN KUALA LUMPUR

IPOH GARDENS, a major Malaysian property developer, which obtained a public listing late last year, has exceeded its profit projections, with pre-tax earnings rising by more than 120 per cent to 31.7m ringgit (U.S.\$13.6m) in 1981.

After-tax profit for the year was 105 per cent higher at 19.6m ringgit, nearly 1m ringgit higher than projected net earnings.

The company expected to pay a final dividend of 7.5 per cent, making 12.5 per cent for the year.

Ipoth Gardens is the fourth Malaysian listed property company in the past month to report hefty increases in earnings, reflecting strong demand for housing, despite the recession and higher interest charges. The others are Selangor Properties, Island and Peninsula, and United Estates Projects.

Meanwhile, Paramount Corporation, another expanding development group, has projected pre-tax earnings for the current year of around 40m ringgit, compared with 7m ringgit in the last financial year.

The bulk of the earnings will come from four property companies it is proposing to buy for 45.2m ringgit. Paramount will issue 15m new shares of one ringgit each for the purchase.

The Malaysian Government has given its approval to the

Wheelock Maritime lifts payout

By Our Financial Staff

WHELOCK MARITIME International, part of the Wheelock Marden trading group of Hong Kong, has reported group net profits for the year ended December of HK\$ 85.71m.

An extraordinary profit of HK\$ 65.37m on the sale of vessels and an unrealised foreign exchange loss of HK\$ 3.3m made the overall profit for the period HK\$ 147.78m.

The company, which has changed its year end to December, had shown an overall profit of HK\$ 57.18m for the nine months ended December 1980.

The concern, which is the principal shipping subsidiary of the Wheelock Marden group, has declared a final dividend of 40 cents per A share against 25 cents a year earlier, making a total of 65 cents against 45 cents.

A dividend of 4 cents per B share (2.5 cents) has been declared, making a total of 6.5 cents (4.5 cents).

The company had reported an interim net profit of HK\$ 43.37m, but it said at the time that the result should not be taken as indicative of the full year performance.

Australian insurers in merger talks

By Our Financial Staff

TWO OF Australia's largest insurance companies, National Mutual Life Association of Australasia and T and G Mutual Life Society, have announced that they are holding talks on the possibility of merging.

If the companies did link up their combined assets would total A\$4.5bn (US\$ 5.1m), ranking second in the country behind Australian Mutual Provident Society's A\$6.9bn.

Discussions between the two groups are at a very early stage and the complexities of any deal means that it might take a year to arrange the merger, Mr Bob Bienvu, National Mutual's managing director, said.

A merger would require Federal Court approval, he added. The two companies believe that a merger would be in their best interests because of the wider asset base which would be available and the economies of scale.

Last month T and G announced that in partnership with Samuel Montagu, the London-accepting house, it was buying out the minority partners in Capel Court Corporation, one of Australia's leading merchant banks. This will give T and G 80 per cent of the bank with Samuel Montagu holding the balance.

group earnings

oil role

places on market

This announcement appears as a matter of record only and does not constitute an offer of, or invitation to, subscribe for any securities.

Republic of Austria

Issue of up to

U.S. \$150,000,000 15½ per cent. Bonds due 1988
of which U.S. \$75,000,000 are being issued as the Initial Tranche

- Salomon Brothers International
- Credit Suisse First Boston Limited
- Deutsche Bank Aktiengesellschaft
- Girozentrale und Bank der Österreichischen Sparkassen Aktiengesellschaft
- Orion Royal Bank Limited
- Swiss Bank Corporation International Limited
- S. G. Warburg & Co. Ltd.
- Morgan Guaranty Ltd.
- Creditanstalt-Bankverein
- Genossenschaftliche Zentralbank AG-Vienna
- Morgan Stanley International
- Österreichische Länderbank Aktiengesellschaft
- Union Bank of Switzerland (Securities) Limited

This announcement appears as a matter of record only.

Polyenka s.a.

Brazil

Equivalent of
US \$ 10,000,000
Medium Term Financing

Arranged by

NMB BANK

Nederlandsche Middenstandsbank N.V.

In association with

Kredietbank International Group Banque NMB - Interunion

December 1981

This announcement appears as a matter of record only



COMPANHIA ESTADUAL DE ENERGIA ELÉTRICA
PORTO ALEGRE - RIO GRANDE DO SUL - BRAZIL

Medium Term Loan and Export Credit Facilities
in connection with the construction of the thermolectric power station known as "Candiota III"

Guaranteed by

The Federative Republic of Brazil

US \$120,000,000 Medium Term Facility

Lead Managed by
Banque de Paris et des Pays-Bas
Société Générale
Crédit Lyonnais
Banque de l'Indochine et de Suez
Barclays Bank S.A. Crédit Commercial de France

Provided by
Banque de Paris et des Pays-Bas
Société Générale
Crédit Lyonnais
Banque de l'Indochine et de Suez
Barclays Bank S.A. Crédit Commercial de France
Banque Arabe et Internationale d'Investissement (BAII)
Frab Bank International Crédit du Nord
Arab Bank Limited Paris Branch Banque Rothschild
Banque Sudamériss France
Union de Banques Arabes et Françaises U.B.A.F.
Société Centrale de Banque
Banque Commerciale pour l'Europe du Nord (Eurobank)
Crédit Industriel de l'Ouest C.I.O. Union Méditerranéenne de Banques Via Banque

Agent Bank
Société Générale

Arranged by
Banque de Paris et des Pays-Bas

US \$40,000,000 Medium Term Facility

Lead Managed by
Libra Bank Limited
The Kyowu Bank Ltd
Banque National de Mexico, S.A.
-BANAMEX-

Provided by
Libra Bank Limited
The Kyowu Bank Ltd
Banque National de Mexico, S.A.
-BANAMEX-
Banque Caixabank, S.A. (Paris) -
Central Trustee Savings Bank Ltd.
Banque do Estado do Rio de Janeiro SA - BANERJ
Grand Cayman Branch
First Jersey National Bank
Trust Company Bank

Arranged by
Libra Bank Limited

FF 741,000,000 Export Credit Facility

Managed by
Banque de Paris et des Pays-Bas
Société Générale
Crédit Lyonnais
Banque de l'Indochine et de Suez
Barclays Bank S.A. Crédit Commercial de France

Provided by
Banque de Paris et des Pays-Bas
Société Générale
Crédit Lyonnais
Banque de l'Indochine et de Suez
Barclays Bank S.A. Crédit Commercial de France
Banque Arabe et Internationale d'Investissement (BAII)
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Arab Bank Limited Paris Branch Banque Rothschild
Banque Sudamériss France
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Société Centrale de Banque
Banque Commerciale pour l'Europe du Nord (Eurobank)
Crédit Industriel de l'Ouest C.I.O. Union Méditerranéenne de Banques Via Banque

Long Term Instalment
Banque Française du Commerce Extérieur

Arranged by
Banque de Paris et des Pays-Bas

Co-ordinated by
Banque de Paris et des Pays-Bas



December 1981

U.S. \$50,000,000



Banco de la Nación Argentina

Floating Rate Notes 1986

In accordance with the provisions of the Notes, notice is hereby given that for the six months interest period from 24th March, 1982 to 24th September, 1982, the Notes will carry an Interest Rate of 15½% per annum. The relevant Interest Payment Date will be 24th September, 1982.

Credit Suisse First Boston Limited
Agent Bank

Bearer Depositary Receipts

in respect of
US \$30,000,000 Floating Rate Note 1988

SANWA INTERNATIONAL FINANCE LIMITED

unconditionally and irrevocably guaranteed as to
payment of principal and interest by

THE SANWA BANK, LIMITED

For the six months from March 24, 1982, to September 24, 1982, the above-mentioned Note will carry an interest rate of 15½% per annum. The interest payable on the relevant interest payment date, September 24, 1982, against Coupon No. 2 will be US \$282.64 per US \$10,000 Bearer Depositary Receipt.

By: CITIBANK, N.A., London Agent Bank

March 24, 1982

Companies and Markets

WORLD STOCK MARKETS

NEW YORK

Table of New York stock market data including various company names and their stock prices.

Stock

Table of stock market data for various companies, including prices and changes.

Stock

Table of stock market data for various companies, including prices and changes.

Further early Wall St rally

MONDAY'S GOOD rally on Wall Street was extended in extremely heavy early trading yesterday, with the market spurred on by a number of "buy" signals, issued late on Monday.

The Dow Jones Industrial Average, which recovered about 14 points the previous day, was 5.99 higher at 925.53. The NYSE All Common Index advanced 54 cents to 865.40, while advanced outscored declines by a nine-to-four margin.

Analysts said the large short-interest position in the market also came under pressure, as investors who sold stock for future delivery on the expectation that prices would decline, had to buy shares to cover their positions.

The heavy volume also reflected institutional window dressing as portfolio managers switched their holdings prior to the end of the first quarter.

Diamond Shamrock was the volume leader, up 1 1/2 to \$201. A block of 3,036,000 shares, the sixth largest on record, was sold by Goldman Sachs to a variety of buyers.

The second most active issue was Tandy, shares which traded at \$123. The stock was trading at \$123, up 1/2, Archer-Daniels-Midland in third place after 640,500 shares were moved at \$16.

Among other active issues, Sony put on 1 to \$133, IBM 1 to \$59, General Motors 1 to \$41 and USAR 1 to \$14.

General Motors also on the active list, up 1/2 to \$18. The company projected unchanged earnings of \$1.10 per share.

Closing Prices for North America were not available for this edition.

Germany Most shares moved further ahead in very lively trading with active participation by foreign investors again.

American Express climbed 1/2 to \$47 on news that it plans to sell its New York headquarters building for \$240m.

THE AMERICAN SE Market Value Index was 2.25 higher at 263.06 at 1 p.m. Volume 3.44m shares.

Canada Markets recovered fresh ground but were below the morning's best at midday. After a fair business, the Toronto Composite Index was a net 8.2 up at noon, while Golds put on \$9.9 to 2,387.1.

Following the holiday-lengthened weekend, the market resumed trading yesterday on a firmer note in moderate activity.

The Tokyo SE index 1.55 to 530.57. Volume came to 240m shares, compared with last Friday's 380m.

There was revived buying of a number of Blue Chips and international-popular shares because of the overnight Wall Street recovery.

However, buying interest slowed during the day, with traders uncertain about the future direction of the yen against the U.S. dollar.

Paris Stock prices again displayed a slight bias to lower levels, with declines outscoring rises by 90 to 75 in the French section.

Technical influences were partly on the mind, as the market was set for a monthly trading account. However, the weakness of the French franc continued to undermine sentiment.

At yesterday's official fixing, the franc fell to its lowest level against the U.S. dollar, while the Deutsch and Dutch guilders were pegged at their EMS ceilings.

Tuesday's session was historic in a sense, since it was the last day for forward trading in the rights to stock of the Banks and Industrial corporations which are being nationalised.

Trading in these stocks will continue on the cash market through to April 5, however.

Switzerland In the market's best session for months, share prices advanced in active trading, taking the Swiss Bank Corporation Industrials index up 5.9 more to 255.9.

Brokers said the strong rally, which began on Monday, resulted from the downward trend in Swiss interest rates and the continuing strength of the Swiss franc bond market.

Johannesburg Gold shares showed a fresh rally in hectic short-covering activity, induced by the Bullion price's recovery to around the U.S.\$300 level.

Heavyweight producers gained up to R3.50, as in Harties, R50.00.

Other Mining and Financials were inclined to improve, shadowing Gold shares, in quiet dealings ahead of today's South African Budget.

However, Platinum aimed 10 cents to R3.75 on following interim results. Industrials were mixed with an easier bias.

Hong Kong After recuperating further ground in response to the sharp overnight Wall Street rally, Hong Kong stocks were mixed.

The Hang Seng index recorded a fresh improvement of 10 points before closing a net 2.01 down at 1,825.78.

Turnover amounted to HK\$175.7m on the four exchanges, against Monday's HK\$144.0m.

Brokers said that they still see some upside potential for the market even though a large volume break is still unlikely.

Several market reports are due later this week and investors will be scrutinising these, especially the expectations for 1982, brokers added.

CANADA

Table of Canadian stock market data including various company names and their stock prices.

GERMANY

Table of German stock market data including various company names and their stock prices.

FRANCE

Table of French stock market data including various company names and their stock prices.

NETHERLANDS

Table of Dutch stock market data including various company names and their stock prices.

ITALY

Table of Italian stock market data including various company names and their stock prices.

SPAIN

Table of Spanish stock market data including various company names and their stock prices.

AUSTRALIA

Table of Australian stock market data including various company names and their stock prices.

NEW ZEALAND

Table of New Zealand stock market data including various company names and their stock prices.

SINGAPORE

Table of Singapore stock market data including various company names and their stock prices.

HONG KONG

Table of Hong Kong stock market data including various company names and their stock prices.

SOUTH AFRICA

Table of South African stock market data including various company names and their stock prices.

INDONESIA

Table of Indonesian stock market data including various company names and their stock prices.

FINLAND

Table of Finnish stock market data including various company names and their stock prices.

SWEDEN

Table of Swedish stock market data including various company names and their stock prices.

DENMARK

Table of Danish stock market data including various company names and their stock prices.

Indices

Table of various stock indices including Dow Jones, S&P 500, and others.

NEW YORK

Table of New York stock market data including various company names and their stock prices.

Stock

Table of stock market data for various companies, including prices and changes.

Further early Wall St rally

MONDAY'S GOOD rally on Wall Street was extended in extremely heavy early trading yesterday, with the market spurred on by a number of "buy" signals, issued late on Monday.

Financial Times Wednesday March 24 1982

Handwritten note in Arabic script: "مكتبة المجلد 1982"

Companies and Markets

EEC boosts tin pact hope

BY OUR COMMODITIES STAFF

THE EEC's decision to join the sixth International Tin Agreement was generally welcomed yesterday. Mr Peter Lai, executive chairman of the International Tin Council, said the move greatly enhanced prospects of the pact coming into force as scheduled on July 1 and Australia's primary industries minister Mr Doug Anthony said he was surprised the decision had been made so quickly.

Keala Lumpur: Following the EEC's decision to ratify the Tin Agreement, Australia has urged the U.S. to reconsider its decision not to join it. At the end of a visit to Malaysia yesterday, Mr Anthony said he would approach the U.S. authorities to persuade them to join. He felt U.S. participation was crucial if the sixth ITA was to be effective.

Farm bank offers loan to Russia

By Nancy Dunne in Washington

THE SOVIET UNION, busily buying grain on credit, has reportedly found a new banker: the Central Bank for Co-operatives in Denver. However, spokesmen for the Farm Credit Administration, the Washington regulatory agency for the American farm banks, insisted yesterday that the purported \$6.5m loan for the purchase of 50,000 tonnes of American maize has not been formally approved.

India looks to a record harvest

BY RICHARD COWPER IN THE PUNJAB

INDIA SEEMS set to achieve an all-time record in foodgrain production in 1981/82, barring unforeseen weather or disease disasters in the next few weeks. This should bring the country back to a state of foodgrain self-sufficiency after one of the worst droughts of the century in 1979 pushed 1980 year end stocks to a dangerous six-year low and forced the Government to buy on the world wheat market last year for the first time in almost half a decade.

Anger over wool and potato prices

BRITAIN'S farmers reacted angrily yesterday to the Government's announcement that there will be no increase in the guaranteed prices for potatoes and wool again this year.

More foot and mouth in Denmark

BY JOHN EKELAND IN COPENHAGEN

A NEW CASE of foot and mouth disease in Denmark was confirmed yesterday in the same region. Funes, where the first case was discovered last week. Fears that the disease had spread to the eastern part of the country were calmed yesterday afternoon, when laboratory tests of a suspected dairy herd of 150 killed on Tuesday showed no signs of foot and mouth disease.

Soviet meat output falls

WASHINGTON — Meat production on Soviet state and collective farms in the first two months of 1982 ran below last year's output in all livestock products, except poultry, the U.S. Agricultural Counsellor in Moscow said.

Manioc import queried

BRUSSELS — The EEC Commission is investigating possible customs irregularities by European traders in the import of manioc pellets, EEC Commission sources said.

British commodity markets

BASE METALS

Table with columns for metal types (Copper, Zinc, Lead, Tin, Nickel, Silver, Gold, Platinum) and their prices in London. Includes sub-sections for Tin, Copper, Zinc, Lead, Nickel, Silver, Gold, and Platinum.

Gas oil futures

The market opened steady to reflect the strong New York close and the lack of movement in the futures rally. During the afternoon prices eased back as longs were liquidated.

Grains

Old crops opened lower, new crops unchanged. Old wheat saw commercial recovery with firm steady buying throughout the afternoon. Little interest was shown in new crops. Aft reports.

Wool

Wool prices were steady to firm. The market opened steady to firm. The market opened steady to firm. The market opened steady to firm.

Cocoa

Futures remained steady as light stock covering and further off-take among speculators. The market opened steady to firm. The market opened steady to firm.

Coffee

Prompted by a late recovery in New York, London opened higher, reports Drexel Burnham Lambert. However, the failure to break recent resistance levels resulted in a retreat and demand steadily in the market.

Rubber

The London physical market opened unchanged, attracted little interest through the day. The market opened steady to firm. The market opened steady to firm.

Wool

Wool prices were steady to firm. The market opened steady to firm. The market opened steady to firm.

Price changes

Table showing price changes for various commodities including metals, grains, and oils. Columns include commodity name, current price, and change from previous period.

Monday's closing prices

Table showing Monday's closing prices for various commodities including metals, grains, and oils. Columns include commodity name and closing price.

European markets

Table showing European market prices for various commodities including metals, grains, and oils. Columns include commodity name and price.

Indices

Table showing various indices including Dow Jones, Financial Times, and Moody's. Columns include index name and value.

Dow Jones

Table showing Dow Jones index values for different dates and periods. Columns include date and index value.

Moody's

Table showing Moody's index values for different dates and periods. Columns include date and index value.

Reuters

Table showing Reuters index values for different dates and periods. Columns include date and index value.

Public notice

Public notice regarding the British Diabetic Association and its services. Text includes contact information and details about the association's work.

Commodity Analysis Limited advertisement. Text includes company name, services offered (Commodity Brokers, Specialists in Commodity and Currency Discretionary Accounts), and contact information.

PERSONAL FACT advertisement. Text includes the heading 'PERSONAL FACT', a list of services (Diabetes, Diabetes, Diabetes), and contact information for the British Diabetic Association.

CLUBS advertisement. Text includes the heading 'CLUBS' and details about a club or organization, including contact information.

Public Notice advertisement. Text includes the heading 'PUBLIC NOTICE' and details about a public notice or legal matter.

Commodity Analysis Limited advertisement. Text includes company name, services offered, and contact information.

Commodity Analysis Limited advertisement. Text includes company name, services offered, and contact information.

Commodity Analysis Limited advertisement. Text includes company name, services offered, and contact information.

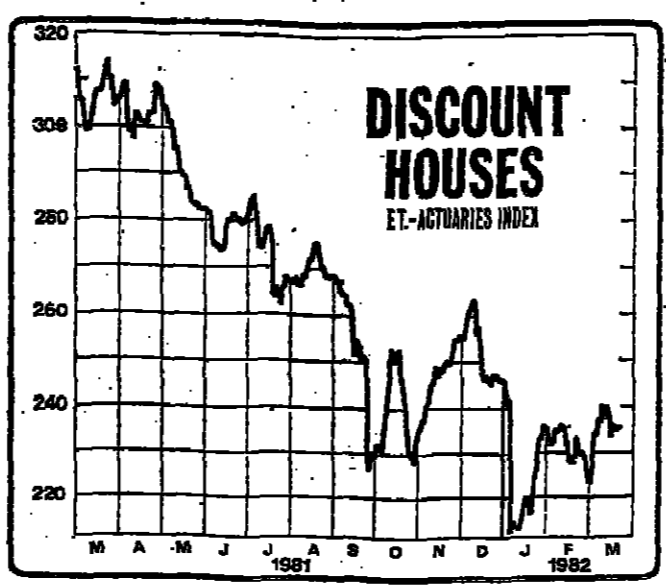
Commodity Analysis Limited advertisement. Text includes company name, services offered, and contact information.

Commodity Analysis Limited advertisement. Text includes company name, services offered, and contact information.

LONDON STOCK EXCHANGE

All-round advance in improved turnover with Gilts again showing the way ahead—Oils and Golds better

Account Dealing Dates
*First Declared Last Account Dealings
Mar 15 Mar 25 Mar 26 Apr 5
Mar 25 Apr 15 Apr 16 Apr 26
Apr 19 Apr 28 Apr 29 May 10



Schweppes firmed another 3 to 10 1/2... Resources encountered further demand and, in a thin market, put on 90 for a two-day jump of 15 to 82 1/2.

RECENT ISSUES

Table with columns: Issue price, Amount raised, 1981/82 High/Low, Stock, and other financial metrics.

FIXED INTEREST STOCKS

Table listing fixed interest stocks with columns for issue price, amount raised, and stock details.

"RIGHTS" OFFERS

Table listing rights offers with columns for issue price, amount raised, and stock details.

Reconciliation data usually last day for dealing free of stamp duty... Figures based on prospectus estimates.

ACTIVE STOCKS

Table showing active stocks with columns for stock name, closing price, and day's change.

MONDAY'S ACTIVE STOCKS

Table showing Monday's active stocks with columns for stock name, closing price, and day's change.

RISES AND FALLS YESTERDAY

Table showing rises and falls yesterday with columns for stock name, rise/fall, and percentage change.

FINANCIAL TIMES STOCK INDICES table with columns for various indices and their values.

HIGHS AND LOWS S.E. ACTIVITY table with columns for high/low prices and activity.

APPOINTMENTS
New chairman for Britvic
Mr George Inman has been appointed chairman of BRITVIC.

figures and closed 6 better at 355p... Smith & Nephew good
Among secondary miscellaneous industrials, Smith & Nephew gained 5 to 10 1/2p.

Wall Street advice prompted support for ICI, which closed 4 dearer at 326p... A penny or so firmer at the official close.

South African Financials mirrored the strength of Golds... Gold Fields dominated activity in London Financials.

NEW HIGHS AND LOWS FOR 1981/2
The following quotations in the Share Information Service yesterday attained new highs and lows.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table showing FT-Actuaries Share Indices with columns for equity groups, sub-sections, and fixed interest.

The Royal Bank of Scotland Mortgage Rate advertisement with logo and text: 'The Royal Bank of Scotland Mortgage Rate... 13% per cent per annum'.

BASE LENDING RATES table listing various banks and their lending rates.

OPTIONS
First Last For Deal-Declar- Last For... Activity in Options remained at a relatively high level.

Table showing average gross redemption yields for various fixed interest investments.

مكاتبنا في لندن

FT UNIT TRUST INFORMATION SERVICE

INSURANCE BONDS

Table listing various insurance and bond products, including Crown Life, Abbey Life Assurance Co. Ltd., and others, with columns for product names and prices.

Legal & General (Unit Assn.) Ltd.

Table listing products from Legal & General (Unit Assn.) Ltd., including various unit trusts and insurance policies.

Northwich Union Assurance Group

Table listing products from Northwich Union Assurance Group, including unit trusts and insurance policies.

Scarlet Life Assurance Co. Ltd.

Table listing products from Scarlet Life Assurance Co. Ltd., including unit trusts and insurance policies.

Arbuthnot Securities (C.I.) Ltd. (CI)(C)

Table listing products from Arbuthnot Securities (C.I.) Ltd., including unit trusts and insurance policies.

Bank of America International S.A.

Table listing products from Bank of America International S.A., including unit trusts and insurance policies.

Table listing various international and offshore fund products, including those from S.T. Management and others.

OFFSHORE & OVERSEAS FUNDS

Table listing offshore and overseas fund products, including details on investment options and performance.

STOCKS

Table listing stock market data and indices.

LEGAL & GENERAL

Table listing legal and general related information.

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FOOD, GROCERIES—Cont.

Table with columns: Stock, Price, Change, etc. for various food and grocery items.

HOTELS AND CATERERS

Table with columns: Stock, Price, Change, etc. for hotel and catering companies.

INDUSTRIALS (Miscel.)

Table with columns: Stock, Price, Change, etc. for various industrial companies.

ENGINEERING—Continued

Table with columns: Stock, Price, Change, etc. for engineering companies.

DRAPERY AND STORES

Table with columns: Stock, Price, Change, etc. for drapery and store companies.

CHEMICALS, PLASTICS—Cont.

Table with columns: Stock, Price, Change, etc. for chemical and plastic companies.

ELECTRICALS

Table with columns: Stock, Price, Change, etc. for electrical companies.

BANKS & H.P.—Cont.

Table with columns: Stock, Price, Change, etc. for banks and hire purchase companies.

BUILDING INDUSTRY, TIMBER AND ROADS

Table with columns: Stock, Price, Change, etc. for building, timber, and road companies.

LOANS—Continued

Table with columns: Stock, Price, Change, etc. for loan companies.

BEERS, WINES AND SPIRITS

Table with columns: Stock, Price, Change, etc. for beer, wine, and spirit companies.

AMERICANS

Table with columns: Stock, Price, Change, etc. for American companies.

FOREIGN BONDS & RAILS

Table with columns: Stock, Price, Change, etc. for foreign bonds and rail companies.

FINANCIAL

Table with columns: Stock, Price, Change, etc. for financial companies.

BRITISH FUNDS

Table with columns: Stock, Price, Change, etc. for British funds.

Industrial & Commercial Advertising. LANGFORD-ALEXANDER ADVERTISING. 6, George Road, Edgbaston, Birmingham B15 1NP. 021 455 9696

Table with columns: Stock, Price, Change, etc. for various British funds.

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TRAILBLAZERS. A brilliant idea. Two committed technologists. Guided and financially supported by Cwyd's unbeatable industrial development agencies this venture has got off to a flying start.

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Cwyd offers you great potential in North East Wales. All the facts are in our colour brochure. For your copy, contact Wayne S. Morgan, County Industrial Officer, Cwyd County Council, Shire Hall, Mold, Cwyd, North Wales, Tel: Mold (0352) 2121. Telex: 61445.

INDUSTRIALS—Continued. Table listing various industrial stocks with columns for Stock, Price, and Change.

LEISURE—Continued. Table listing leisure-related stocks with columns for Stock, Price, and Change.

PROPERTY—Continued. Table listing property-related stocks with columns for Stock, Price, and Change.

INVESTMENT TRUSTS—Cont. Table listing investment trusts with columns for Stock, Price, and Change.

OIL AND GAS—Continued. Table listing oil and gas related stocks with columns for Stock, Price, and Change.

International Financier DAIWA SECURITIES logo and header.

MINES—Continued. Table listing mining stocks, categorized into Central African and Australian.

Overseas Traders. Table listing various overseas trading companies.

RUBBERS AND SISALS. Table listing rubber and sisal products with prices.

TEAS. Table listing tea products with prices.

MINES. Table listing mining stocks with prices.

REGIONAL MARKETS. Table listing regional market data for various areas.

MOTORS, AIRCRAFT TRADES

Motors and Cycles, Commercial Vehicles, Components. Table listing motor and aircraft related stocks.

NEWSPAPERS, PUBLISHERS

Newspapers and publishers table listing media-related stocks.

PAPER, PRINTING ADVERTISING

Paper, printing, and advertising table listing related stocks.

PROPERTY

Property table listing real estate related stocks.

SHIPPING

Shipping table listing shipping-related stocks.

SHOES AND LEATHERS

Shoes and leathers table listing related stocks.

SOUTH AFRICANS

South Africans table listing stocks from South Africa.

TEXTILES

Textiles table listing textile-related stocks.

TOBACCO

Tobacco table listing tobacco-related stocks.

TRUSTS, FINANCE, LAND

Trusts, finance, and land table listing related stocks.

FINANCE, LAND, ETC.

Finance, land, etc. table listing various financial and land-related stocks.

Far West Rand

Far West Rand table listing stocks from the Far West Rand region.

O.F.S.

O.F.S. table listing stocks from Overseas Financial Services.

Oil and Gas

Oil and Gas table listing oil and gas related stocks.

Options

Options table listing call rates for various options.

Recent issues and "Rights" Page 28. This service is available to every Company listed in the Stock Exchange throughout the United Kingdom for a fee of £600 per annum for each security.

